

Business Development Manager

Job Type: Full Time (40 h per week).

Compensation: Base salary plus commission.

Location: Remote initially, relocation to Winnipeg, MB may be required in the future.

Position Overview

Weatherlogics Inc. is a growing technology company in the fast-paced world of private-sector meteorological and climate services. To assist our growth, we are seeking a highly motivated and experienced business development manager who will grow new business and expand existing markets. The business development manager will also be involved with strategic planning and marketing programs aligned with sales objectives. This position will primarily involve the sales of SaaS applications in the transportation, agriculture, insurance, and public sectors.

Description of Position

- The successful applicant's primary responsibility will be the growth of business to new and prospective clients while maintaining relationships with existing clients.
- The applicant will primarily be growing sales of SaaS products:
 - Web-based applications used by governments and transportation companies to monitor road conditions.
 - Web-based applications used in agriculture for planning and decision making.
 - Data services accessible by Application Programming Interfaces (APIs):
 - Weather forecasts
 - Climate data
 - Severe weather data
 - Consulting services in meteorology.
- The applicant will focus sales outreach into sectors that are aligned with their skills and experience.
- The applicant will also be expected to devote approximately 20% of their time to marketing efforts aligned with their sales objectives.

Keys to Success

- Ability to meet and exceed sales targets.
- Strong communication and interpersonal skills.
- Willingness to continually learn new concepts and methods.
- Ability to understand and explain technical concepts in simple terms.
- Past experience with the growing sales and identifying new opportunities.

- Openness to feedback and a willingness to learn new concepts.

Required Skills and Experience

The following are essential requirements that the applicant must meet or exceed:

- Canadian citizen or permanent resident
- Computer skills:
 - Use of Microsoft Office (specifically Word, Excel and PowerPoint).
 - Comfortable using web-based lead generation and contact management systems.
- Minimum 5 years sales experience including at least 2 years selling B2B or B2G services.
 - This should include some experience selling SaaS platforms or technology products/services.
- Strong knowledge of B2B and/or B2G sales processes and strategies.

Desired Skills and Experience

The following are not required for this position, but will enhance your application:

- A post-secondary degree or diploma in a business-related field.
- Knowledge of inbound marketing and online lead generation strategies.
- Knowledge of the transportation, insurance, agriculture, or public sectors.
- Experience selling weather or climate services.
- Knowledge of meteorology, climatology, or geography.

To Apply

Please send all applications to info@weatherlogics.com. While we appreciate all applications, only those selected for an interview will be contacted. Applicants that reach the interview stage may be required to:

- Provide proof of education, including courses taken (if applicable).
- Provide a minimum of 2 references with knowledge of the applicant's sales experience.

Interviews will be scheduled as applications are received.