

Position: Business to Business Sales Manager
Location: Toronto based firm (global remote opportunity)
Job Type: Direct hire
Salary: Competitive base salary plus commission

Our Firm...things we do.

Return on Disability was created in 2008 to help companies and governments attract Talent and Customers in the disability market - a population of 1.3 billion people globally. Led by Rich Donovan, a globally recognized expert in this space, the Return on Disability process delivers independent analysis, strategy development, and execution advice to act in this market. Rooted in concepts of Quality, this rigorous independent research process and resulting advisory products are focused on growing revenue and reducing costs by delighting customers and employees in disability markets.

While our advisory products and data sets are focused on disability markets, our customers have asked for a similar approach to other non-traditional markets – starting with Women.

The Position

As B2B Sales Manager, you will demonstrate expert sales, organizational, and business skills as you manage the sales process from identification, through qualification, to closure. You should have a proven track record selling advisory services and an active book of business to ensure near-term results. Ultimately, the successful candidate will be excited by the entrepreneurial challenge of growing a new business and the intellectual challenge of evolving world-class original content in a Quality-driven environment. Once sales objectives are achieved, the ideal candidate plays a key role in shaping future strategy of the company as a member of senior management.

- Develop and execute strategies to drive sales in new and existing markets
- Proactively research and generate new B2B sales using existing and potential customer networks
- Set and monitor sales account targets to achieve company revenue growth objectives
- Develop and execute actions to improve sales performance and identify opportunities for growth
- Build robust customer relationships focused on delighting the customer and growing business relationships
- Negotiate contracts and close deals

What we are looking for

The ideal candidate is a motivated, well-organized individual who has a deep understanding of prospecting and delivering outstanding sales results. You listen to and deliver solutions for every customer in order to help the customer exceed their goals and relentlessly grow our revenue. An understanding of the disability experience is an asset, but not required. You are self-motivated and eager to capitalize on the opportunity that a nimble growing company represents.

- Bachelor's degree or equivalent experience
- 5+ years relevant experience as a sales professional in the B2B space – ideally selling advisory services.
- Highly motivated and target driven
- Proven ability to achieve B2B sales and sales growth
- Excellent communication, presentation, and negotiation skills
- Strong business acumen and leadership ability

Reply to:

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