

TRIDENT MANAGEMENT CONSULTING – INSIDE SALES BUSINESS DEVELOPMENT ASSOCIATE

Category: Business Development

Location: Work from Home – North America

Description: The Business Development Associate is responsible for contacting qualified executives via telephone to explain Trindent's products and services. Significant compensation potential exists for individuals capable of self-starting, and generating well-substantiated leads for Business Development Directors.

RESPONSIBILITIES

- Locate and Research prospect companies
- Assist with designing marketing material development to support the growth of the business
- Conduct prospecting e-mail and mail campaigns with impact
- Contact prospective companies via phone to explain the benefits of the service
- Maintain strong relationships with prospective companies
- Other responsibilities as necessary.

Note: This position typically works from our Toronto office; however, the company will entertain requests to tele-commute.

EXPERIENCE/SKILLS REQUIRED

Qualified candidates will have a minimum of 2+ years in operations/sales management consulting or 2+ years of telemarketing experience. The successful applicant will have strong MS Office skills, and a good working knowledge of Peoplesoft CRM, and OneSource Express. Candidates should have a strong command of the English language and, French or Japanese as a second language is a significant asset.