



**Date Posted:** May 30/2017

**Location:** Toronto, ON

**Position:** Senior Business Development Manager

**POSITION SUMMARY:**

The Senior Business Manager will be responsible for business relationships with clients that will contribute to sales/profitability of company by cold calling (finding), onboarding (negotiating contracts), nurturing (integration with Aduvo Group), and seamless hand over to Senior Recruitment Manager. The candidate will also develop and prepare monthly target, sales and performance reports

**KEY ACCOUNTABILITIES:**

- Manage business relationship with clients that will contribute to sales/profitability of company by cold calling (finding), onboarding (negotiating contracts), nurturing (integration with Aduvo Group), and seamless hand over to Senior Recruitment Manager.
- Lead negotiations, coordinate complex decision-making processes and overcome objections in order to maximize opportunities to achieve higher sales
- Achieve and surpass monthly, quarterly, and annual committed sales quotas
- Develop and prepare monthly target, sales and performance reports
- Act as knowledge-centered resource on services, legislation, processes and policies, all designed to increase business partner's education
- Provide business partner's feedback and suggestions to Senior Management for potential service improvements

*Please submit your updated resume to: [resumes@adivogroup.com](mailto:resumes@adivogroup.com)  
Thank you for your submissions!*