



**Fire Safety Solutions Canada Ltd. is looking for a candidate to perform the following duties:**

**BUSINESS DEVELOPMENT REPRESENTATIVE**

**Business Development Representative Mission:**

- To develop and maintain relationships with IDEAL CLIENTS based on FSS's strategic direction.
- To grow PMA and service business by adding new addresses, expanding existing PMA contracts, converting AUTOCALL systems to PMA contracts, and networking with targeted markets.
- To ensure exceptional customer service and brand recognition.

**Deliverables:**

- To achieve targets for new PMA growth with ideal clients.
  - We pride ourselves in doing things right and never cutting corners, however, we must get the appropriate amount of time/money to achieve these targets.
- To join a networking group that aligns with the target audience.
  - Identify networking group and confirm with the Sales Manager that it is aligned with company direction.
  - Attend and participate in regular networking events with the target networking group. Become part of that networking group's community.
- Ensure you are attending enough client-facing meetings to achieve growth targets.
  - Schedule a minimum of ten (10) customer-facing meetings per week to develop relationships and new business opportunities.
  - Ensure client meetings are with clients that align with ideal client criteria.
  - Sell the value that FSS provides.
- Prospecting for new clients on a continual basis.
  - Identify new clients to prospect, that meet ideal client criteria, each week and create new sales opportunities by prospecting new clients.

**Minimum Qualifications:**

- Minimum three (3) years of selling experience to facilities and or property managers
- Experience in new business development
- Experience in a trades environment
- Natural aptitude for selling and a winning attitude

**ROP: \$TBD** (competitive compensation package)

**Location:** Hybrid

**Note:** We highly encourage applications from people with disabilities.