



# B2B BUSINESS DEVELOPMENT SPECIALIST

## B2B BUSINESS DEVELOPMENT SPECIALIST (TERM POSITION – 1.0 FTE)

Mindfulness is a rapidly growing social enterprise that takes the depth of experience and proven outcomes from YW Calgary’s leading work in mental health and conflict to build capacity for psychological safety in organizations. Reporting to the Manager, Mindfulness, the B2B Business Development Specialist is passionate about improving mental health and has a flair for sales and technology.

You will play an important role in growing the customer base for Mindfulness. You are a go-getter who takes initiative and seizes the opportunities in front of you. You are excited to join a social enterprise in its early stages, and eager to work hard to become a key contributor to Mindfulness’s success.

### WHAT MOVES YOU

- You love to be a part of an energetic, committed team building something new
- You thrive on building relationships and working with clients to provide the best solution possible
- You want to contribute to doing good in your community

### WHAT YOU’LL DO

- Generate, reach out, follow up and qualify leads and sales opportunities.
- Prepare and deliver value-based sales presentations to showcase Mindfulness.
- Develop marketing and sales strategies to support various stages of the sales cycle.
- Ensure Mindfulness grows its revenue through an increased customer base.
- Manage and track customer relationships through the different stages of the sales cycle, ensuring accurate records.
- Provide the highest levels of customer service and support.
- **Hybrid work environment.**
- **This is a full-time, term position until June 30, 2023. Occasional weekends and evening hours may be required.**

### WHAT YOU’VE DONE

- BComm, BA, BSc degree or equivalent of work experience.
- 3-5 years of B2B software intermediate sales experience.
- Proven record of generating new business.
- Experience working with a technology company or in a start-up environment would be an asset.
- Zendesk Sell or other CRM experience is extremely valuable.
- Highly organized and able to adapt to changing priorities.
- Experience using LinkedIn and social media sites to develop leads.
- Excellent written and verbal communication skills.
- Exceptional attention to detail.
- Professional poise and confidence to interact with multiple internal and external audiences.
- Demonstrated passion for the work of the YW.

As a condition of employment, YW Calgary requires the successful candidate to be fully vaccinated. Where the candidate has not obtained the vaccine, the candidate will be considered on an exceptional case by case basis; YW Calgary will adhere with its obligations under the Alberta Human Rights Act.”

**If you want to work to change lives, we want to meet you.**

Competition Number: **2022046**

Deadline: **June 10, 2022**

[www.ywcalgary.ca/work-with-us](http://www.ywcalgary.ca/work-with-us)

Apply today with resume, cover letter, and salary expectations to [careers@ywcalgary.ca](mailto:careers@ywcalgary.ca)

YW Calgary is committed to providing an equitable, diverse and inclusive workplace where all employees, clients and volunteers, whatever their gender, race, ethnicity, national origin, age, sexual orientation or identity, education, and/or disability, feel valued and respected.