



QUADRO COMMUNICATIONS CO-OPERATIVE INC.

1845 ROAD 164 P.O. BOX 101
KIRKTON, ONTARIO N0K 1K0

PHONE: 1-519-229-8933

FAX: 1-519-229-8998

EMAIL: customer.care@quadro.net

Business Development Manager

Quadro Communications Co-operative Inc. is a local solution-oriented Telecommunications company providing mobility, telephone, television, internet, business services, and computer repair and I.T solutions. As a Co-operative, Quadro Communications is committed to enriching our customers' experience with personal service and innovative products, while fulfilling the evolving needs of our customers.

Reporting to the Director of Customer Experience at Quadro Communications, the Business Development Manager will seek and identify areas of new and expanded customer growth with the goal of increasing customer awareness and revenue.

Being a Quadro team member comes with some great perks and benefits including:

- Full benefit plan including health and dental benefits at no cost to employees
- An RRSP program where Quadro will match towards your RRSP
- Bonus program based on company and individual performance
- Generous employee discounts on qualified services
- A generous learning and development program that pays team members to learn and develop
- Q'DOS program that recognizes when our team members go above and beyond, provides an exceptional customer experience and is a team player

Responsibilities:

- Build and grow business relationships and strategic partnerships with key decision makers within municipalities, home builders, etc.
- Promote and sell Quadro's services and products to larger commercial customers and businesses in and around our serving area.
- Actively prospect into net new and existing customers to promote and sell Quadro solutions to increase the overall penetration in to the market and increase the value of current customers.
- Prepare and present proposals and quotes to customers as required and follow up in a timely manner.
- Prepare all necessary paperwork for the customers and coordinate service delivery with staff to ensure that the customer receives the product in an orderly and timely fashion.
- Research organizations and individuals to find new opportunities.
- Provide after sales training and support.
- Work with and support the marketing team with their marketing plans and strategies.
- Manage budget and provide monthly updates.
- Maintain good public relations and be an ambassador to our customers and provide them with superior customer experience to maximize client retention and promote growth of the business.
- Understand current and prospective customer issues, with the ability to quickly relate those into sales opportunities.
- Attend conferences, meetings and industry events.
- Other duties as assigned.



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Skills and Qualifications:

- Post-secondary education in business, marketing, communications or related field, or equivalent experience.
- Three to five years of sales experience preferably within the communications, information or technology industry
- Experience selling over the phone or through cold calls.
- Experience with MS Office.
- Project management and business intelligence
- Excellent active listening skills as well as verbal and written communication skills.
- A passion for providing superior sales and service solutions.
- Enthusiastic, self-motivated and goal oriented.
- Excellent negotiation and ability to be persuasive
- Highly organized and ability to multi-task
- Ability to build relationships.

If you have the passion for helping customers with their technology needs, then submit your cover letter and resume to g.hr@quadro.net quoting Business Development Manager in the subject line of your email.

Quadro Communications is committed to creating an accessible environment and will accommodate disabilities during the selection process. Please let your recruiter know during the selection process of any accommodation needs. We thank all those that apply but only successful applicants will be contacted for an interview.