

Job Description: Business Development Partner

Remuneration: Shares/Plus

Overview:

EstateVue is on the hunt for a hunter. We are looking for an established executive with the suave personality of James Bond, the ruthless business ethics of Donald Trump and the technology know how of everyone's favorite billionaire nerd, Mark Zuckerberg.

The ideal candidate will have an entrepreneurial backbone and a passion for all things technology. In order to be considered as a business development partner you will have personally lead major business development initiatives taking responsibility for organizing the project team, budgeting and planning.

Requirements:

- Must be self-motivated, hardworking, resourceful, and passionate, with the ability to manage time and determined to succeed.
- Must have the ability to travel within the region - between 20% to 40%
- Planning and organizational skills – prioritization, resource allocation, multi-tasking.
- Consistently attaining quotas
- Excellent verbal, written & presentation / communications skills
- Negotiation and conflict management skills.
- Action oriented, high energy
- Establish credibility as a source of trustworthy advice
- A collaborative, team-player
- An excited hunter with a proven ability to close new business; prior experience growing or building sales territories.

Experience:

- In-depth understanding of web based software including lifecycle and marketing of web based solutions.
- In-depth understanding of the digital marketing and social networking space.
- Entrenched relationships with a wide range of High Net worth Individuals - not companies.
- You **MUST** have entrenched relationships and a network or rolodex of individuals (not businesses) to be considered.
- History of gaining access to executives who have decision making responsibility
- Long tenured stability in past & current positions required
- Sold to high net worth individuals or successfully sold a company
- Excel at building a business
- Analyzing customer needs in terms of current business objectives
- Presenting and articulating advanced product features, benefits, and overall solutions

Responsibilities:

- Help to build the business by increasing the client base
- Analyzing customer needs in terms of current business objectives
- Presenting and articulating advanced product features, benefits, and overall solutions
- Engaging in regular monthly and quarterly business reviews and weekly forecast activities
- Market research and trend analysis

- Cultivation of relationships with third party referral sources (marketing and real estate based)

Education:

- An MBA or equivalent, or an advanced degree in Economics, Finance, Technical, Marketing or equivalent experience.
- Minimum 10 years of demonstrated results in sales and marketing with proven customer relation skills.
- Knowledge of and the ability to evaluate new technology, which will enable this organization to compete more effectively in the marketplace.
- Prior real estate experience as a broker or top producing agent an asset

The successful candidate is required to be Western Canadian based preferably located close to head office in Kelowna.

All interested applicants are encouraged to send a letter to:

invest@estatevue.com