

## Business Development Manager

### Description

***Your vibe attracts your tribe.***

We celebrate the differences that make each one of us unique as they allow us to challenge each other, and to represent all communities in our work. At DUBUB Marketing Agency, we speak 37 different languages and that is without counting JS, PHP, C++. We have a combined total of 360 tattoos. We debate whether BOTs should be included in our diversity programs. Our quirks make us human and we dig that.

We are looking for someone who has a strong entrepreneurial spirit, who is proactive, self-driven and who likes to do great things. You will:

Participate in new business efforts; and advise of the potential for new business opportunities with existing and prospective clients

Deliver revenue growth goals established in conjunction with senior management

Proactively facilitate new business opportunities for the agency with existing clients through relationship building and opportunity spotting

Engage the right agency team members to optimize opportunities

Build detailed strategic plans for building new business relationships in the Atlantic region

Research and drive business expansion/collaboration opportunities

Maintain thorough knowledge of important market and industry trends, specifically in the advertising industry

Follow up on inquiries to develop potential client relationships across public and private sectors

*Please note:*

*DUBUB Marketing Agency is an equal opportunity employer. It prohibits discrimination based on age, color, disability, national origin, race, religion, sex, sexual orientation, and any other legally protected class in accordance with applicable federal, provincial and local laws. DUBUB Marketing Agency is committed to creating and maintaining an inclusive and accessible workplace. If you are contacted for an interview and require accommodation during the interviewing process, please let us know.*

### Qualifications

***What you bring to the table.***

### Hiring organization

DUBUB Marketing Agency

### Job Location

900 boulevard de Maisonneuve  
Ouest / Office 1205, Montreal,  
Quebec, Canada

### Date posted

January 22, 2019

Untouchable business development skills with a proven track record of successful business development and new client acquisition;

5-7 years of agency experience with a strong understanding of agency life and the pitch process;

Outstanding interpersonal skills i.e. you are able to get your foot in the door just about anywhere.

Stellar communication skills i.e. the ability to sell professional advertising + marketing services to anyone, anywhere.

The confidence and ability to work alongside everyone in the organization, including our big cheeses.

Enthusiasm and curiosity towards the marketing and advertising industry.

### **Job Benefits**

#### ***What's in it for you.***

We are serious about our work but don't take ourselves too seriously.

Our people are the best. We have each others' backs.

Our clients trust and believe in creativity.

You will be challenged to go beyond your comfort zone, to amplify your potential.

We have flexible hours and fun happens daily.

Dogs of DUBUB Marketing Agency are a thing. Yes, you can bring Barkley to the office.

We're a small, tightly-knit team with national agency resources – the best of both worlds!

All of this AND you get a salary, benefits, training, and bottomless cups of cappuccino.