



**MyBlueUmbrella**  
We Manage IT

Join the Team

## Business Development Representative

Are you tired of having your commissions capped working for another company with limited career opportunities? Does the word “Hunter” excite you instead of worry you? Are you passionate about technology solutions and how they can solve real business challenges?

My Blue Umbrella is changing the way companies think of IT by implementing our Managed and Cloud Services, which act as a Revenue enabler and not an expense. We are a team of people who are innovative thinkers with technical and managerial backgrounds. We apply our unique core values and comprehensive understanding of client/server enabled technologies and Internet-based communications to deliver high impact business solutions for customers in a manner not previously possible. My Blue Umbrella leads in the development of strategic solutions that enhance and streamline business processes.

My Blue Umbrella has nearly two decades of proven expertise delivering computing solutions to clients spanning the Greater Toronto Area, including large corporations, government agencies and small and medium-sized businesses.

### Responsibilities

- Drive new revenue opportunities and close new business – mid to large scale opportunities
- Hunt for new clients (phone and online) and set up appointments for qualified prospects
- The ability to communicate MBU's overall value proposition to customers
- Exceed revenue and gross profit expectations
- Participate in team meetings and vendor sessions
- Preparing presentations, demonstrations, proposals, and value propositions to prospects and customers
- Develop references and referrals from within customer accounts
- Utilize CRM (ConnectWise) to ensure leads and pipeline are up to date, maintain record of all account activities and identify competitive or other critical information
- Work collaboratively with all departments including: technical support, account management, development, marketing and management team
- Provide ongoing pipeline with sales manager
- Commitment to professional development

[mbu.ca](http://mbu.ca)

## What will you bring to the team?

- We are looking for that 'Hunter/ Gatherer/ Conqueror' mindset that is hungry for new leads and thirsty for new opportunities
- A bachelor's degree, college diploma or a proven intellectual ability to solve complex problems. You will not be successful in this role without a strong knowledge of IT infrastructure and software.
- Team player who is self-motivated with a positive attitude
- Proven track record meeting and exceeding revenue targets
- Unbeatable inquisitive, listening and communication skills. It's one thing to talk and write emails; it's another to listen, ask great questions, and then be able influence others to take action.
- A desire to work with a great team that pride themselves in putting in the work, winning, and having fun along the way.
- Extensive solution sales experience within B2B environments
- Established contacts and relationships with IT and C-Level decision makers
- Strong negotiating skills with the ability to effectively work through objections and work around business obstacles
- Minimum 3 years sales experience in the IT industry (Product, Cloud or Managed Services)
- A desire to work with a great team that pride themselves in putting in the work, winning, and having fun along the way
- Must have a reliable source of transportation and a driver's license

## What's in it for you?

- A beautiful, modern office in the growing city of Vaughan.
- Competitive salary, uncapped commission and performance-based bonus plan
- Regular team building and social activities
- Open kitchen stocked with coffee, espresso and snacks to keep you nourished; you might even find some beer in the fridges.

If this sounds like just the career you've been hoping for, please send your resume to our Sales Manager at [bchiasson@mbu.ca](mailto:bchiasson@mbu.ca) and tell us more about yourself! However, only top performers need to apply. We are only looking for people that want to make a difference in their life and for those that they touch.