

## Business Development Specialist

You make things happen. You are a go-getter, business focused, relationship driven and excited about getting results. You are creative, organized, detailed and you like to be busy. You're extremely passionate about bringing great things to our community, and being part of the action of events and festivities in Medicine Hat. Your friends may tell you that you are passionate and that you never stop. You are often the Cheer Leader in your class or workplace. If this sounds like YOU, then we need to talk. Read on...

Canalta Centre is looking for a **Business Development Specialist** to help support our growing events calendar. We need to get businesses and people involved in our events, and you will be instrumental in making this happen. Businesses need to be front and center through our events, and you can help position them in ways that align with their objectives. We need enthusiasm, excitement, and someone who is equally comfortable picking up the phone talking with strangers and reaching out to Event Organizers to share the amazing things about bringing their event to the Canalta Centre. This energy will be shared between sales outreach, social media, community engagements and more depending on your strengths and interests.

*This position offers a combination of monthly stipend plus commission...so the more you sell the more you make. It is ideal for a confident sales person that does not want to be held back by a salary band.*

### **Requirements and qualifications:**

- Must have flexibility in being available to work evenings, days and weekends
- Excellent communications skills
- Passion for selling and sharing information with businesses
- Strong organizational skills and detail oriented
- Previous experience in sales, marketing events or enjoying events is a priority
- Ideally suited to a flexible, energetic professional with natural skill, and looking for robust experience to build your portfolio.
- Able to work independently to get results

**We are looking for a sales specialist who is excited to extend our reach in the market through innovation, creativity, and sass.** Our brand and reputation is based on enthusiastic people who are passionate about bringing events to life in our community. If you are confident, adventurous and willing to learn as we bring events to life...then send us a short video telling us WHY YOU are the best choice for our team. You can add in a one page resume – but be creative. Make it tell your story. Can't wait to hear from you.

### **Contact:**

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