



Longhurst Consulting is a locally owned and operated business. With more than 35 years of experience in the IT industry, our professional team has helped countless businesses throughout Alberta and across Canada with their IT needs.

With complete services available including IT consulting, IT support, network design, wireless infrastructure, security systems and more, Longhurst is the trusted source for everything IT related throughout Alberta.

Longhurst Consulting offers IT Solutions through Canada's leading network of independently owned IT system integrators and value-added resellers. The Longhurst Consulting Network has built up longstanding customer relationships based on their strong commitment to superior customer service.

Job Description: IT Business Development Manager (Prospecting)

Position Summary:

Are you driven by providing the very best service to your clients? Our Longhurst IT Team is looking for a self-motivated Business Development Manager to join our dynamic and highly collaborative team. Our Longhurst IT Team drives new business revenue growth by delivering comprehensive solutions within the market. You'll achieve targets through a consultative approach with new clients and ensuring our clients are using all relevant risk management solutions. This role requires strong technical expertise combined with excellent interpersonal and communication skills. The Account Manager will be responsible for understanding and addressing the IT needs of internal teams, ensuring smooth operations and positive user experiences.

Perks & Benefits

- Professional Training: Paid-for courses to meet your career development goals.
- Distinctive Compensation Program: A base salary and variable compensation program gives you the ability to drive your annual income.
- Culture of Health & Wellness: We believe that work-life balance is important – when you have time to refresh with family and friends you are more energized and engaged in everything you do.
- Diversity & Inclusion: Collaboration & Relationships are two of our Guiding Principles because we know the energy and ideas that are generated when diverse experiences and talent work together.
- Incentives Packages Longhurst Consulting recognizes employees from every department who go above and beyond with small gifts, a cash purse, family dining experience, to an all-expenses paid vacation of your choice of destination.
- Group Benefits plan: Comprehensive plan to cover you and your family's needs.
- Your Duties
- Prospect new clients through social media, cold-calling, LinkedIn, email or other creative methods.
- Successfully develop new client relationships and maintain existing relationships.
- Partner with clients to provide solutions that support their business and budgets.
- Meet or exceed weekly, monthly, and quarterly sales goals.
- Forecast current and potential revenue.
- Keep up to date on Longhurst Consulting service offerings, products, and solutions.
- Communicate our value proposition to clients throughout the entire sales cycle.



- Educate clients and prospective clients on new product developments.
- Work closely with technical teams to ensure delivery of services and solutions.
- Participate in responding to and submitting RFP's.

The Qualified Candidate Will Possess

- Exceptional sales-hunting skills.
- Exceptional intuitive problem-solving skills.
- Can learn and adapt to change in the IT Industry.
- Seeks long-term opportunities.
- An underlying drive and ability to understand the needs of those around you, are fundamental to success within the business. Those possessing a knack for problem-solving, working with others, and bringing forward a positive attitude will thrive with us.

Professional and Skill Requirements

- Bachelor's degree in business, Diploma in Business or Commerce.
- Eight (8+) years sales experience, preferably with at least four (4+) years' sales experience in the Information Technology Industry.
- Five (5) years management experience.
- Solution-based selling is an asset.
- Experience selling to Executive decision-makers, and business owners.
- Excellent interpersonal communications skills and proven ability to work well in a team environment and independently.
- Establish and implement policies and procedures.
- Strong negotiation skills.
- Competency in Office 365, Microsoft Office, social media, and sales platforms such as HubSpot. Along with the capacity to learn new technology.
- An understanding in the use of ConnectWise is strongly preferred.
- Educated on business processes with an understanding of how to leverage technology to assist business strategies and action plans.
- Strong consultative and relationship building skills.
- Strong verbal and written communication, organization skills, with excellent presentation skills.

What We Provide

- Exceptional compensation.
- Opportunity for growth.
- A work culture that fosters a growth of skills that will enhance all aspects of your life and career.
- A team that carries proven expertise in producing success among a diverse work force.
- A corporate culture that places value on results brought forward, and rewards success at each stage.
- A team that acts as a support structure for everyone we bring on board.

Position: Full-time, Permanent.