



JOB DESCRIPTION

Position: Business Development Manager – Commercial	Revision Date: September 8, 2022
Reports to: Vice President – Auto & Commercial	Department: Sales

Purpose and Scope:

This position will be responsible for developing new customers and growing sales of injection molded parts for the commercial division of NMC Dynaplas based in Toronto, Canada. This is a “hunter” sales role that will identify market opportunities, call on prospects, develop quoting opportunities and close new business. This role will fit someone who possesses the unique blend of purpose, professionalism, intensity, business acumen and integrity needed to succeed.

Core Competencies

• Communication	• Technical skills
• Business & Commercial acumen	• Problem solving skills
• Collaboration skills	• Self-motivated
• Relationship Management	• Customer Service
• Result focused	• Interpersonal skills

Responsibilities

Key Responsibilities

- Grow sales and customer base for the Company
- Identify new segments for growth
- Build out target account lists and prospect to increase customer base
- Develop relationships and upsell on a superior value proposition
- Determine and understand market pricing and maximize pricing and profitability
- Participate in the development of strategic plan for growth
- Deploy the strategy for growth through detailed execution plans
- Develop and implement sales plans, forecasts, and competitive analyses
- Participate in company meetings as necessary including production, operations and/or quality
- Focus on new business in commercial sector.
- All other task/duties as assigned.

Job Specifications

Knowledge & Skill

- Bachelor’s degree or equivalent experience
- 5+ years of plastic injection molding contract manufacturing experience selling to OEMs
- Track record of identifying market opportunities and executing sales growth plans that led to developing new customers and profitable new business
- Ability to deliver exceptional presentations to key decision makers in commercial accounts
- Available to travel as needed; this is a position that will be in front of potential customers
- Ability to effectively organize, prioritize and accomplish multiple tasks, make decisions, and solve problems independently
- Excellent interpersonal and written communication skills
- Must have a proactive/aggressive approach to sales, can bring in NEW Business to the

company - not just manage existing customers

- Strong commercial experience and knowledge to help achieve fair and productive terms and conditions and customer agreements

Training and Development Opportunities

- WHIMS
- AODA training
- Workplace Harassment training
- Health & Safety Awareness training