



Business Development Specialist- Non-profit clients

Our values: Professionalism, Integrity, Excellence, Compassion, Hope and Justice

YellowTree is a fast-paced grant writing and grants management agency with a fantastic team that works hand-in-hand with our consulting clients. We are mission-driven and focused because we care deeply about what we do. We are genuinely committed to equity and inclusion, social justice, and environmental sustainability. We are seeking a **Business Development Specialist** to join our growing team – someone who is passionate about supporting charities and non-profits and securing their funding to achieve their goals.

In this position, you will use your effective communication and relationship building skills along with experience in sales to pursue new business opportunities and 'set and close the sale'. If you are a self-starter, have a proven track record in cultivating relationships and securing new business and have a passion for the work of the non-profit sector, we want to hear from you!

At YellowTree, we offer a collaborative and supportive work environment, the flexibility to work from home, two weeks of paid vacation, paid time off between December 25-January 1 annually and a paid personal day.

Full Time contract for one year, with the potential of becoming permanent. This is a remote position, with occasional travel within Canada required.

Salary: up to \$65,000 with 10% Commission.

Position Summary

Reporting to the Operations Manager, the Business Development Specialist plays a pivotal role in driving revenue growth and building client relationships. You will be responsible for creating a comprehensive sales strategy to 'set and close the sale' by identifying prospective clients, generating leads, cultivating strong relationships and promoting our services to nonprofit clients. You will clearly articulate YellowTree's value proposition by educating potential clients on the benefits of our services to reach their funding goals. This role also will work closely with the CEO in the closing stage of the sales process.

Main Responsibilities/Duties:

- Develop and implement sales strategies to effectively engage with nonprofit organizations
- Identify prospective nonprofits and generate leads to develop a strong sales pipeline
- Promote and educate prospective clients on YellowTree services, highlighting the benefits and potential impact of working with us
- Create and present customized sales proposals and presentations to potential clients
- Network and build lasting client relationships, understanding their goals, challenges and priorities
- Act as the primary point of contact for prospective clients or leads, addressing questions, concerns and offering guidance on YellowTree's project packages
- After learning 'the YellowTree way' of sales, complete the final stages of the purchasing process and closing the sale
- Meet sales targets and KPIs as defined by the CEO and Operations Manager
- Work collaboratively with the YellowTree team to ensure seamless service delivery to clients
- Occasional travel within Canada is required for attendance at conferences and meetings

Qualifications/Requirements:

- Post-secondary degree or diploma in a relevant field
- At least three (3) to five (5) years of professional experience in sales, particularly B2B sales
- Experience in the nonprofit sector
- Member of the Canadian Professional Sales Association is an asset
- Understanding the benefits and limitations of grants in addressing the financial challenges facing non-profits
- Excellent communication skills with the ability to build relationships and influence key decision-makers
- Results-driven with proven experience setting the sale
- Bilingualism (French/English or other) is considered an asset
- Passion for social impact and helping nonprofits achieve their mission
- Live our values of professionalism, integrity, excellence, compassion, hope and justice

Instructions on how to apply:

Please send your cover letter and resume by filling in the application form below:

<https://recruiterflow.com/essentialhr/jobs/213>

Application Deadline: May 5, 2024

We sincerely appreciate your interest in joining our organization and taking the time to submit your application. Please note that due to the high volume of applications we receive, we are only able to follow up with candidates who are selected for further consideration. Thank you for understanding.

Accommodations are available on request for candidates participating in the selection process; please let us know if you require a specific accommodation.

YellowTree is committed to providing equal employment opportunities to all employees and applicants for employment. YellowTree encourages applications from members of equity-deserving groups, including but not limited to candidates who are racialized, Black, First Nations, Inuit, and Métis peoples, persons identifying as LGBTQ2SI+, and persons with disabilities. Candidates are asked to please self-identify in their application.