



Title: Manager, Business Development

Location: 16 Speers Road, Winnipeg

At Star, our people make the difference. We offer an exciting place to build your career with competitive compensation and benefit packages, company matching RRSP/DPSP program, employee home purchase program and employee discounts.

Job Overview

Reporting to the Vice-President as the **Manager, Business Development** you collaborate as a member of the Senior Leadership team to develop and execute strategic plans for generating new business and fostering current business relationships. You ensure excellent client relationships are established and maintained, producing required business results.

Your day-to-day responsibilities will include:

- Collaborating and providing guidance as a member of the Senior Leadership Team to generate strategies/plans to bring in new sales revenue.
- Working closely with Senior Management to develop a business vision and strategic goals to ensure achievement of sales objectives and alignment of business strategy.
- Maintaining a personal presence and networking with clients and influencers in the industry.
- Engaging in client facing sales activities to secure new business with clients from first call, through negotiations, to close.
- Supporting the Divisional Managers to prospect for and develop new customers, including proactive relationship building with homebuilders, general contractors and industry associations.
- Overseeing and mentoring the Sales team as well as marketing and advertising for Business divisions to achieve strategic, marketing, and sales goals of the business unit.
- Leading, developing, and providing guidance to employees while fostering a culture of excellence in customer satisfaction and promoting a collaborative work environment.
- Collaborating with IT Systems department to improve technology tools that support sales objectives (e.g. estimating and design software).
- Recommending efficiencies of processes and procedures, improving sales and operations.
- Supporting projects, initiatives, and activities relating to business development.

As our ideal candidate, you are...

- A strong communicator; you clearly express your thoughts in conversation as well as write and present in a persuasive and influencing manner.
- An active listener; you seek to understand and listen to others in a non-judgmental way.
- A creative problem solver; you think outside the box for solutions without fear of failure.
- A leader; you attract, retain, develop or improve the skills of others through effective coaching and guidance.
- A visionary; you see the 'big picture' and adjust work to reflect the complex network of forces at play.

Essential Requirements

- Degree or Diploma in Commerce, Retail or equivalent experience.
- Minimum 10 years of progressive experience in business development.
- Strong sales experience, relationship deal making and contract sales experience.
- Ability to provide dynamic presentations and overcome objections.

- Strong communication, listening, writing, speaking, and facilitation skills.
- Valid driver's licence and access to a reliable vehicle.
- Satisfactory verification of criminal record check.
- Proficient in Microsoft Office programs (Outlook, Word, Excel, Teams, SharePoint and PowerPoint) and required sales and business development applications.

What We Value

- Creating trusting and successful working relationships.
- Setting clear, measurable and achievable goals.
- Cooperating with team members in an open, positive and respectful manner.
- Staying current with technical job skills.
- Taking responsibility for the outcomes of decisions and actions.

Work Conditions

Primarily works in a general office environment during regular business hours. Travel between cities and to conferences is required.

About Us

Star Building Materials is an independent, wholly owned division of Qualico. The company is a leading provider of building materials, trusses, ready to move homes, and cottage and garage packages operating under the Star Building Materials, Star Ready to Move Homes and Star Truss brands. With over 50 years of experience, Star Building Materials is committed to providing reliable and innovative products and services. To learn more, click [here](#).

Qualico welcomes applications from people with disabilities. Accommodations are available upon request during the assessment and selection process.

Candidates being considered will be contacted. We thank you for your interest. Join our [Talent Community](#) to stay up to date on job opportunities and to find out why we have the best reason to come to work every day.

Closing date: March 6, 2025

[Apply here](#)