



<https://amican.com/job/new-business-manager/>

New Business Manager

New Business Manager – Help Us Grow!

We are a 36-year-old consulting company with a strong foundation, looking for a New Business Manager to lead, strategize, and help scale our business fast!

Responsibilities

What You'll Do:

- **Supervise & support** a small team responsible for **cold calling, social media content creation, and online digital marketing.**
- **Build partnerships** with businesses in the **dental, chiropractic, veterinary, and optometric industries** to drive cross-referrals.
- **Identify new growth opportunities** and execute strategies for rapid expansion.
- **Ensure efficient operations** while fostering a motivated, productive team environment.

Experience

1. **Sales and Business Development**
 - Proven track record in identifying and securing new business opportunities
 - Experience in B2B or B2C sales, depending on the industry
 - Building and managing a sales pipeline
2. **Market Research & Analysis**
 - Conducting market and competitor analysis
 - Identifying trends and customer needs to develop targeted strategies
3. **Strategic Planning**
 - Developing and executing go-to-market strategies
 - Setting and achieving revenue targets
4. **Client Relationship Management**
 - Building long-term relationships with key clients and stakeholders
 - Experience with CRM tools (e.g., Salesforce, HubSpot)
5. **Negotiation & Closing Deals**
 - Strong negotiation skills
 - Experience in contract development and closing high-value deals

What We're Looking For:

- 🔍 **5–10 years** of experience in a **medium-sized service industry company.**
- 🔍 Strong leadership and business development skills.
- 🔍 Proven ability to develop & manage professional relationships.
- 🔍 Passion for driving growth and scaling a business.
- 🔍 Native-level English

Why Join Us?

- 🔍 **Established & growing** – 36 years in business and ready to scale fast!
- 🔍 **Fast-paced & dynamic** – Perfect for go-getters who love a challenge.

Hiring organization

The Art Of Management Inc.

Employment Type

Full-time

Beginning of employment

ASAP

Duration of employment

Permanent

Industry

Consulting

Job Location

Etobicoke

Working Hours

8:30am – 4:30pm

Date posted

14/05/2025

Valid through

30.06.2025

🔗 **Opportunity to lead** – Shape the future of our business.

Contacts

Call 416-466-6217 and ask for Andrea or apply below and be part of something great!