



<https://orderus.ca/?jobs=careers1>

Business Development Specialist

Responsibilities

1. Identify potential partners and business opportunities, expand the platform ecosystem, and negotiate partnership agreements.
2. Oversee the execution of partnership projects, coordinate internal and external resources, and ensure successful implementation.
3. Monitor industry trends, analyze competitors' strategies, and provide insights to support business strategy and growth.
4. Client Relationship Management**: Build and maintain long-term relationships with key clients and partners to strengthen collaboration and engagement.
5. Develop and execute business development plans aligned with company goals, drive growth, and achieve performance targets.

Qualifications

1. 1+ years of sales experience, with strong execution skills; honest, reliable, and trustworthy.
2. Familiar with the local market, skilled at identifying customer needs, and sensitive to emerging trends.
3. Passionate about sales and challenges, positive, proactive, and driven by strong ambition for success.
4. Strong learning ability and adaptability, able to thrive in the fast-paced internet industry; energetic and capable of performing under pressure.
5. Excellent interpersonal and communication skills with logical thinking ability; able to highlight product advantages, understand client psychology, and effectively integrate internal and external resources to improve performance.
6. Enthusiastic with innovative thinking, pursuing a win-win outcome between personal career growth and company success.
7. Preferred: experience in mobile/online sales, knowledge of supply chain industry, or proven track record in key account sales with accurate decision-maker targeting.

Job Benefits

38CAD/hr

Contacts

hr@orderus.ca

Hiring organization

IT

Employment Type

Full-time, Part-time

Beginning of employment

20250501

Industry

IT

Working Hours

8

Valid through

01.09.2025