

Manager, Business Development

Our client, **Mother Earth Recycling (MER)**, is seeking a **Manager, Business Development** to join their leadership team!

Mother Earth Recycling (MER) is an Indigenous Social Enterprise in Winnipeg whose mission is to provide meaningful training and employment opportunities to the urban Indigenous community through environmentally sustainable initiatives.

MER currently operates a range of income generating recycling services, including: mattress recycling, waste electronics collection and processing, used computer refurbishment store, child car seat recycling and other waste diversion services.

Responsibilities

The Manager, Business Development will be expected to oversee the successful implementation of business development priorities established by MER's board of directors within the realities of a dynamic marketplace.

- Develop and implement strategies and work plans to drive sales goals and priorities across all active lines of business
- Develop and manage content for existing and planned marketing and communication channels and platforms, including both traditional and online/social media channels
- Develop and implement proactive and responsive approaches to build and maintain positive client, public, partner and stakeholder relations
- Work directly and collaboratively with the management, staff and consultants to identify opportunities to drive continued growth and financial success of the business within the social, environmental and economic parameters of the mission



MOTHER EARTH RECYCLING

Creating a Sustainable Community, Together.

Skills & Qualifications

- Experience in direct sales including developing and actively managing sales pipelines activities
- Strong written and verbal communication skills in a business setting
- Strong organizational skills and ability to manage multiple projects and priorities
- Proven ability to demonstrate strengths as a self-driven and self-motivated individual
- Willingness and ability to be onsite, and at client locations depending on project needs
- Proven capacity to manage client, partner, stakeholder and public expectations
- Ability to analyze and provide reports on activities and progress
- Ability to gather and analyze market and industry intelligence, and trends to determine future prospects
- Proven ability to create high-quality effective marketing materials that align with the strategic priorities and overall brand strategy of the business

Indigenous heritage would be considered an asset

If you believe you can make a strong contribution to **Mother Earth Recycling** as the **Manager, Business Development**, please submit your resume in confidence to teri@legacybowes.com quoting position #233127.