

Job Title:	Business Development Coordinator	Job Category:	Student / Entry
Department/Group:	Business Development		
Job Description			
<p>ROLE AND RESPONSIBILITIES</p> <p>The Business Development Coordinator will support the building and execution of a strategic plan to increase brand recognition and grow revenues by targeting net new business opportunities. We are in a time of innovation at Access Copyright. The Business Development Coordinator will provide input into all aspects of bringing new solutions to market – their contribution will be sought in developing and executing business models, sales, marketing, and messaging, among other initiatives that contribute to the success of new products and strategic partnerships.</p> <p>Specific responsibilities of this role include:</p> <ul style="list-style-type: none"> • Qualifying prospective customers – identifying target sectors and collecting contact data, developing and sending cold emails, completing sales calls, tracking pipeline activity using CRM • Creating marketing resources that drive awareness of Access Copyright’s existing and new solutions • Contributing to the development of current and future tactics and strategies – including providing input on strategic partnerships <p>ABOUT THE IDEAL CANDIDATE</p> <ul style="list-style-type: none"> • Currently enrolled in post-secondary education • Quick learner, and highly self-motivated with ability to work independently • Brings enthusiasm, creative thinking, and outgoing energy • Strong written and verbal communication skills • Thrives on a challenge and the ability to engage in strategic discussions <p>Applicants interested in applying are encouraged to send their resumé and cover letter via email to lnewell@accesscopyright.ca by August 15, 2019. Please reference Business Development Coordinator in the subject line.</p> <p><i>Access Copyright is committed to providing accommodations for people with disabilities. If you require an accommodation, we will work with you to meet your needs. Kindly let us know of your needs.</i></p>			