

<b>Job Title:</b>	Licensing Sales Specialist	<b>Job Category:</b>	Contract
<b>Department/Group:</b>	Business Development		
<b>Job Description</b>			
<p>Access Copyright is looking for a driven, strategic, and out-going individual to join the business development team to grow our licensing business.</p> <p>Overseeing a National territory you will manage the full sales cycle and lead marketing initiatives, with the goal of increasing revenues by targeting net new business opportunities.</p> <p>This is an ‘eat what you kill’ entry level sales role – offering highly motivated new graduates and those with less than 2 years of experience, the opportunity to contribute strategically to initiatives within a small organization, and earn commission tied directly to their work. This position is being offered on an initial 12-month contract, with opportunity to become full time at the end of that term.</p> <p><b>SPECIFIC RESPONSIBILITIES INCLUDE:</b></p> <ul style="list-style-type: none"> <li>• Managing full sales cycle – data collection, cold outbound communication, tracking activity within CRM</li> <li>• Contribute to the development of current and future tactics and strategies to grow our business - be that via direct sales, marketing, or strategic partnerships</li> </ul> <p><b>ABOUT THE IDEAL CANDIDATE</b></p> <ul style="list-style-type: none"> <li>• Quick learner, highly self-motivated with ability to work independently</li> <li>• Enthusiastic, creative thinker, with strong outgoing energy</li> <li>• Exceptional written and verbal communication skills</li> <li>• Thrives on a challenge and the ability to engage in strategic discussions</li> </ul> <p>Applicants interested in applying are encouraged to send their resumé and cover letter via email to <a href="mailto:lnewell@accesscopyright.ca">lnewell@accesscopyright.ca</a> by <b>September 27, 2019</b>. Please reference <b>Licensing Sales Specialist</b> 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>			