



CORPORATION SERVICE COMPANY™

Business Development Manager

Corporation Service Company (www.cscglobal.com) is an industry leading 110 year-old international company. We work with the largest corporations, law firms and financial institutions in the world to help them promote and protect their brands.

We are a global leader and the single source provider to secure, promote and protect the intellectual assets of our clients. We strive to provide superior services and products in an environment that supports your career growth. Visit our website at www.cscglobal.com.

The role:

We are currently seeking a motivated salesperson to drive revenue by sourcing new business for our Corporate Identity Protection division in French-speaking markets. The Business Development Manager will focus on hunting and closing new sales opportunities within both companies and law firms. .

The ideal candidate will offer us:

- Min. of 5 years B2B sales exp. in technical or professional services
- Experience and success in selling additional services to current customers
- Proven ability in new business acquisition
- Record of consistent & exceptional achievement in exceeding sales goals
- Well developed administrative and territory management skills
- A passion and aptitude for consultative selling
- Strong relationships with C-level decision makers
- Excellent communication and presentation skills

What can we offer you?

- Outstanding income potential – basic salary + commissions
- A challenging and rewarding career
- CSC has a stakeholder plan that matches 50% of your contribution to a maximum of 5% of earnings
- CSC offers private medical and dental coverage through BUPA program
- 28 days of paid holiday time
- A supportive, growth-oriented environment that wants your ideas on how to succeed and improve
- An important role within our organization that is event-centered, not task oriented