



965-197 Lombard Ave.
Winnipeg, MB R3B 0V3

Business Development Specialist at CEMWorks Inc.

Job Overview

CEMWorks is seeking a proactive Business Development Specialist to join our dynamic team. This position presents exceptional opportunities to learn from senior staff and a platform to utilize and expand your skills. The successful candidate will be responsible for driving customer satisfaction and exploring new sales and market opportunities.

At CEMWorks we enable innovators to deliver transformational products to their customers, by delivering innovative simulation solutions to solve the most complex design challenges for the next generation IoT, autonomous vehicles, and mmWave/5G/6G technologies.

Responsibilities

- Deliver superior sales service, ensuring high customer satisfaction levels
- Identify and respond effectively to customer requirements
- Stay updated with the latest product information
- Accurately present product features and benefits
- Create and capitalize on new sales and market opportunities
- Adhere strictly to all company policies and procedures

Qualifications

- Demonstrated experience in an Enterprise sales role
- Knowledge of sales principles and best practices in customer service
- Proven ability to generate new business opportunities
- Ability to multitask and prioritize effectively
- Proficiency in using CRM software
- Excellent command of English, fluency in other languages is a plus
- Exceptional communication and interpersonal skills
- A customer-centric approach with a strong focus on service delivery
- A friendly, helpful, confident, and engaging demeanor
- Excellent organizational and time management skills
- Basic administrative skills
- Ability to travel within Canada, USA, Europe, and Asia.

Why CEMWorks

At CEMWorks you will work with some of the sharpest minds and some of the most prestigious, well-known companies in the industry. We pride in having a responsive and supportive work environment, where every team member thrives and is a vital contributor to the company's success. We are committed to maintaining a culture of inclusion, offer a flexible work environment and industry-competitive compensation.



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CEMWorks is an Equal Opportunity Employer. We thank all applicants; however, only those qualified for this role will be contacted.

CEMWorks does not accept unsolicited referrals for vacancies. Any unsolicited referral will become the property of CEMWorks and upon hire, no fee will be owed to the agency, person, or entity.

Apply by email to jobs@cemworks.com