

We're hiring:

VRI On-Demand Business Development Specialist

Details:

Job title: Video Remote Interpreting On-Demand Business Development Specialist

Job type: Part-time Employee

Reports to: Director of Business Development

Location: Remote (within Canada only)

Salary: \$35,000 to \$40,000 annually (20-hours per week)

Overview:

Our Video Remote Interpreting (VRI) On-Demand Business Development Specialist will focus on driving growth for our VRI OD services by building relationships, guiding potential clients through the sales process, and highlighting the benefits of accessibility.

In this role, you'll manage the sales pipeline, engage prospects, and showcase how our services enhance accessibility. If you're results-oriented, passionate about making connections, and ready to make an impact, we encourage you to apply.

Our expectations:

- Demonstrate commitment to Asign's values: Respect, Caring, Professionalism and Giving back
- Demonstrate full compliance with Asign and client standards, policies and customer service expectations
- Complete assigned tasks, projects and paperwork accurately and on time

What you'll do:

- Develop a strong understanding of Asign services to identify new business opportunities.
- Build and maintain relationships with potential clients and partners.
- Collaborate with marketing to refine business strategies, expand market reach and develop collateral.
- Lead presentations and product demos to showcase the value of VRI On-Demand services.
- Track sales performance, analyze data, and refine strategies for growth.
- Identify and pursue new business opportunities, including partnerships.
- Prepare documentation and assist with proposals (RFPs).
- Use CRM to manage customer relationships and sales opportunities.
- Attend trade shows and conferences to connect with potential clients.
- Provide post-sale support, including contract renewals and client check-ins.

What you'll bring:

- Bachelor's degree in Business, Marketing, Communication, or a related field (or equivalent experience).
- Proven sales experience, ideally in the language services or telecommunications industry.
- Strong leadership skills with experience managing and developing sales teams.
- Knowledge of VRI technology and services (bonus if you have direct experience with VRI).
- Excellent communication, negotiation, and interpersonal skills.
- Ability to analyze sales data and make strategic decisions.
- Proficiency in CRM software and Microsoft Office Suite.
- Strong organizational skills, attention to detail, and adaptability in a fast-paced environment.
- Problem-solving mindset with a customer-first approach.
- Self-motivated and able to work independently.

Asign recognizes that many of the greatest ideas and discoveries come from a diverse mix of minds, backgrounds, and experiences – beyond the technical requirements of a job. If you meet the minimum qualifications and your experience is close to what you see listed here, please still consider applying. We are committed to cultivating an equitable and inclusive work environment that acknowledges diversity in the Deaf population that we serve, in our interpreting community and workforce. Diversity of experience and skills combined with passion is a key to innovation and excellence; therefore, we encourage people from all backgrounds to apply to our positions.

Please let us know if you require accommodations during the application process.

Applications, including cover letter (letters in ASL are welcomed) and resume, will be accepted until April 22, 2025. Please apply via this [link](#), email applications will not be accepted.

Questions can be directed to Asign Human Resources at hr@asign.ca.

Additional information about Asign can be found on our website at asign.ca.