

Director Business Development



The Organization

A highly successful, community minded, and growing family-owned business located in Woodlands Manitoba, Arrowquip has been designing and manufacturing best-in-class livestock equipment since 1988. The Arrowquip team is dedicated to developing innovative, high quality, ergonomic equipment, including world-class chutes, custom cattle working systems and pens to make managing cattle faster, easier and safer.

The Opportunity

Reporting to the Chief Revenue Officer, the Director Business Development role is a new position responsible for generating revenues to help sustain Arrowquip's continued growth. With a passion for and connections within agriculture, the Director Business Development will be an astute networker who builds and maintains deep relationships with ranchers and the agricultural community. The successful incumbent will develop and guide a high-performing team that focuses on lead generation, market analysis, order tracking, and RFP opportunities to drive the demand for Arrowquip's quality products across North America. <https://arrowquip.com/>

Key Responsibilities

- Manage and lead a business development team focused on growing Arrowquip's revenue.
- Develop and implement strategic sales plans targeting the ranching community to achieve sales goals.
- Ensure the sales team is focused on making sales calls, leveraging our database of 100,000 contacts.
- Identify and pursue new business opportunities within the ranching market.
- Stay updated on ranching trends, competitor activities, and customer needs.
- Oversee the entire sales process from new lead to deal closure.
- Monitor sales performance metrics and report to senior management.
- Provide training, coaching, and mentoring to the sales team.
- Ensure all leads are promptly and effectively managed.
- Understand the dealer network, using business development team to grow our partners

Selection Criteria

- Diploma or degree in business or related or equivalent business experience.
- 5+ years related experience plus a minimum of 2-3 years of experience managing salespeople.
- Experience in the agricultural sector is highly desired.
- Proven track record of generating and growing revenue, including the resiliency to learn and prevail through dynamically changing markets and fluctuating customer demand.
- Self-motivated and innovative, with a comfort with ambiguity.
- A facilitative and supportive leader with strong business acumen.
- Understanding of B2B relationships.
- Track record of successfully applying relationship-based, solutions-driven sales processes.

To apply send resume and cover letter to alora@harrisleadership.com quoting project #24125.