# Business Development Manager (Industrial/Manuf Sales Exp Req) - Remote - Ontario

Remote · US · Full-time · **$90k–120k**

**Business Development Manager (Industrial/Manuf Sales Exp Req) - Remote**
**Location: Remote - Reside in or near Toronto, ON**
**Territory: Ontario, Quebec, The Maritimes**
**Salary: $90,000 - $120,000 DOE + Benefits + Car Allowance**
**Benefits: Medical, Dental, RRSP w/ Employer Contribution, PTO**
**Job Type: Full-Time**
**Travel: 60% - Mostly Day Trips with 8-12 Overnights/Month - $1,000/mo Car Allowance**
**Start Date: ASAP**
**Sponsorship: Not Available**

**Business Development Manager (Industrial/Manuf Sales Exp Req) - Remote Description**

Our client is looking for a Business Development Manager to own and grow the Ontario, Quebec, The Maritimes territory. In this role, you will take full ownership of this established territory and drive expansion within key accounts and acquisition of new business. You will engage across all levels of an organization as a trusted partner, from the C-suite to engineers on the factory floor, selling standard and customized hardware, HVAC, NTEC products and supply chain solutions that meet their needs. This is a high-visibility role where execution, consistency, and commercial judgment matter. Ideal candidates have demonstrated success in B2B enterprise-level regional sales within industrial distribution or manufacturing environments and experience with solution-based selling. You will operate autonomously and collaborate with a strong team that consists of inside sales, market leadership, quality, and sourcing. This is a great opportunity to join an organization that values integrity, growth, and serving as true partners to its customers.

**Business Development Manager (Industrial/Manuf Sales Exp Req) - Remote Responsibilities**

- Own full territory performance; manage revenue, margin, and growth trajectory
- Manage pipeline with accurate forecasting and clarity around likelihood of conversion
- Drive new business development through high-probability prospecting and account acquisition
- Expand share within existing key accounts through strategic account planning
- Visit 9-12 customers per week to maintain consistent market presence
- Manage business development through targeted, high-probability pursuits
- Execute pricing discipline, contract execution, and margin expansion on all deals
- Maintain accurate CRM records and monitor account attrition
- Diligently manage schedule, customer priorities, and territory

**Business Development Manager (Industrial/Manuf Sales Exp Req) - Remote Qualifications**

- Bachelor’s degree in Engineering or equivalent experience required
- 5+ years experience B2B regional sales in industrial distribution or manufacturing required
- Proven track record managing enterprise-level accounts required

- Solution-based consultative sales experience required
- Experience using CRM tool required
- Reliable transportation required

**Apply:** https://twonice.hire.trakstar.com/jobs/fk0ziqk/?apply=true

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