



To apply for this position please email hello@pathyqr.ca

Position: Business Development Lead

About Path Cowork

Path Cowork is a communal work space for entrepreneurs, small businesses and innovative organizations and enterprises. We offer private offices, shared offices, large communal areas, monthly and daily memberships, a variety of meeting rooms and event rentals. Path is professionally managed by Leopold's Hospitality Management Group of Regina.

Our values are centered on building a community that supports one another and fosters collaboration. Our belief is that people should love where they work and it is our goal to make that a reality for the companies and individual that are members of Path Cowork.

Role

Reporting to the President & CEO of the Leo's Group, the Business Development Lead will be focused on identifying and educating small to mid-sized organizations and enterprises on the benefits of Path Cowork. This individual is responsible for building relationships in both local and new markets and will be focused on increasing both short term and long term membership programs in line with Path Cowork strategic objectives.

Experience in commercial real estate, real estate development and sales will be given preference. It is imperative that this individual is a strong negotiator, has the ability and experience to work through complex deals and effectively communicate the Path Cowork value proposition.

Responsibilities

- Acquire a strong understanding of the Path Cowork product offerings and culture
- Develop and execute a strategic sales plan for acquiring new long term members
- Articulate and present Path Cowork's value proposition to a varied audience
- Tailor each pitch, presentation and interaction to meet the needs and solve the problems of prospective members
- Work alongside management to create and sustain industry leading levels of customer service
- Work alongside management to identify growth opportunities
- Always act with integrity and represent the Path Cowork brand as a brand ambassador at all times

Requirements

- Bachelor's degree
- Minimum 4 years' sales experience
- Experience managing a full sales cycle and B2B sales
- Experience with inside and face to face selling
- Thorough understanding of both value based selling and consultative selling
- Track record of closing complex and lengthy deals
- Ability to foster and maintain genuine relationships
- Strong interpersonal skills and exceptional presentation and writing skills
- Real estate knowledge considered valuable
- Ability to work within a team and contribute to the Path Cowork culture
- Enthusiasm for the Path Cowork brand and "Community At Work" mentality