



Business Development Representative

Contact

Diamond Doors

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DiamondDoors.com

About the Company

Diamond Doors is a family run business manufacturing quality, custom bi-fold doors engineered for convenience, innovation, and longevity. We serve the agricultural, aviation, and commercial industries.

Founded in 1998, our company is well established and continues to grow. We recognize the value in long term employees and hope to provide an environment where our staff can grow with us, treating them with dignity, respect, and value.

How to Apply

Applicants with high standards and a strong work ethic are encouraged to send their resume and cover letter to Careers@DiamondDoors.com or in person to the contact address.

Diamond Doors has an opportunity for a Business Development Representative. This role is responsible for expanding the company's dealer network and driving new business growth. This role focuses on identifying, recruiting, and onboarding new dealers, while fostering strong relationships to ensure long-term success. This position requires a strategic approach to market development, sales execution, and dealer support to achieve revenue and growth objectives.

Who We Need

Responsibilities

- **Dealer Recruitment & Expansion:** identify and target prospective dealers in strategic markets; develop and implement dealer acquisition strategies to grow the network.
- **Sales Growth:** Drive new sales through dealer partnerships and market penetration; achieve assigned sales targets and performance metrics.
- **Onboarding & Training:** Facilitate onboarding of new dealers, ensuring compliance with company standards; provide product training and sales support to enable dealer success.
- **Relationship Management:** Build strong relationships and facilitate the smooth transition to Customer Service upon the completion of successful onboarding; conduct regular dealer visits, product presentations, and training sessions.
- **Market Analysis:** Conduct market research to identify trends, opportunities, and competitive threats; provide feedback to management for strategic planning.
- **Contract Negotiation:** Negotiate dealer agreements in alignment with company policies and objectives.

Required Skills

- Proven experience in sales, business development, or dealer network management.
- Strong negotiation and relationship-building skills.
- Ability to analyze market trends and identify growth opportunities.
- Excellent communication and presentation skills.
- Ability to travel 1-2 weeks/month within Canada and the US markets.

Core Competencies

- Negotiation Skills
- Relationship Management
- Market Analysis
- Communication & Presentation
- Results Orientation
- Strategic Thinking

We are committed to accessible hiring practices. Accommodation is available on request.