



Business Development Representative

Job opportunity at XLYNX Materials, Inc.

Job details:

We are seeking a dynamic and results-oriented **Business Development Representative** to join our growing team. The ideal candidate will be responsible for identifying and qualifying potential business opportunities, building relationships with key decision-makers, and driving the sales pipeline. XLYNX Materials develops innovative and market disrupting technology, so this role is crucial for broadening product awareness in key sectors, expanding our market presence, and fostering mutually beneficial partnerships.

About our company:

XLYNX Materials is an innovative chemtech company located in Victoria, BC, Canada, specializing in material bonding, strengthening and stabilizing solutions. Formed in 2019, the company is the global leader in materials-based diazirine crosslinking and works with industry leaders and researchers from around the world to address long-standing challenges in a broad range of leading-edge manufacturing applications.

For more information, visit www.xlynxmaterials.com.

Responsibilities:

Prospecting and Lead Generation:


- Identify and research potential clients through various channels, including but not limited to online research, networking events, and industry publications.
- Develop and maintain a pipeline of qualified leads by initiating contact with potential clients through cold calling and email campaigns.

Qualification and Needs Analysis:

- Engage with prospects to understand their business needs and challenges, and how XLYNX solutions can address those needs.
- Qualify leads based on predetermined criteria to ensure appropriate fit, scale, and market potential.

Relationship Building:

- Establish and nurture relationships with key decision-makers, particularly those involved in R&D, product development, and procurement areas of business.

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- Collaborate with the XLYNX sales team to transition qualified leads into the sales pipeline.

Sales Collaboration:

- Work closely with XLYNX's R&D, sales and marketing teams to target key business areas and develop sector-specific strategies that highlight the unique value proposition of our products.
- Provide valuable insights from prospect interactions to inform sales, marketing, and R&D strategies.

Metrics and Reporting:

- Track and report on key performance indicators (KPIs) related to lead generation and conversion.
- Regularly update the CRM system with accurate and detailed information on prospects and interactions.

Market Research:

- Stay informed about industry trends, competitor activities, and market developments to identify new business opportunities.

Qualifications:


- Bachelor's degree in Business, Marketing, Chemistry, Chemical Engineering, or a related field. A combination of science and business backgrounds would be ideal, but all qualifications will be considered.
- Proven experience in sales, business development, or a similar role.
- Excellent communication, relationship-building, and interpersonal skills.
- Strong problem-solving abilities, a proactive mindset, and ability to work under minimal supervision.
- Familiarity with CRM software and sales processes.
- Additional languages are an asset.

Attributes:

- Self-motivated with a high level of initiative.
- Team player with strong collaboration skills.
- Goal-oriented and driven to exceed targets.
- Adaptability to changing priorities and strategies.
- Exceptional time management and organizational skills.

Benefits:

- Salary Range: \$50,000 to \$70,000, based on experience.
- 3 weeks vacation.
- Health and dental benefits.
- Collaborative and inclusive work environment.



If you are a motivated individual with a passion for business development and a track record of success in sales, we invite you to join our team and contribute to our growth journey. Apply now and be a key player in shaping the future of our organization.

Apply:

To apply for this opportunity, submit your resume along with a cover letter to David @ david.thickens@xlynxmaterials.com. Please highlight in your cover letter why you think you would be a good fit for our company in this role

We thank all applicants for their interest, however only those selected for an interview will be contacted.