

# JOIN OUR WELCOMING TEAM!

Do you thrive on working independently to secure business, meet deadlines, and achieve results?

We're searching for a Toronto-based sales professional to join our team as a **Business Development, Sales Manager**, focusing on the Eastern Canadian and US business events' markets.

At Tourism Kelowna, we create, nurture, and value meaningful connections, both within our team, with visitors, and within the community.

We can't wait to have you join us!

**APPLICATION DEADLINE:  
NOVEMBER 30, 2023**

# BUSINESS DEVELOPMENT, SALES MANAGER - EASTERN CANADA & US

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As a valued member of our team, the Toronto-based **Business Development, Sales Manager** is responsible for representing Tourism Kelowna within the Eastern Canadian and US business events' markets, identifying new markets and business opportunities, and increasing sales and economic impact for Kelowna and area.

Working remotely from the Greater Toronto Area, the **Business Development, Sales Manager** will prospect, secure, and close new meetings and conferences business for Kelowna and area using their proven negotiating skills to achieve success.

## WHY WORK WITH US?

- Competitive compensation (\$65-\$75K/yr) and comprehensive benefits package.
- Participate in familiarization tours and team building to experience local activities and attractions firsthand.
- Create a positive impact on the community through purposeful work.

## REQUIREMENTS/QUALIFICATIONS

- Five or more years of experience in the meetings, conferences, and/or travel industry, ideally within sales and/or marketing.
- Able to handle multiple projects concurrently with strong attention to detail, planning effectively to meet tight deadlines.
- Desire to take initiative, work collaboratively and creatively, and maintain a high level of accuracy and organization.
- Comfortable making decisions and completing duties independently.
- Strong desire to achieve or exceed goals and business objectives.
- Motivated to build meaningful and successful relationships, including with Tourism Kelowna Members, community partners, and clients.
- Must be based in the Greater Toronto Area.

[Click here to view the full requirements and job description.](#)

Please submit your resume to  
[employment@tourismkelowna.com](mailto:employment@tourismkelowna.com).