

Regional Director, Business Development Corporate Meetings & Events

Company: Elevate Meeting & Event Solutions Inc.

Position Type: Independent Contractor

Location: GTA | Flexible / Remote

Compensation: Commission-Based | Unlimited Earning Potential

Build Your Own Business. Powered by Elevate.

Elevate Meeting & Event Solutions Inc. is looking for an experienced, entrepreneurial **Director of Business Development** to join our growing team. Are you an experienced hotel sales professional, meeting planner, event professional or industry relationship-builder looking for the opportunity to build your own business?

This opportunity is designed for experienced professionals who have established relationships within the corporate meetings, hospitality and events industry and want to leverage those relationships to generate their own income — without having to build the infrastructure and operational support from scratch.

You bring the relationships. Elevate brings the brand, expertise, resources, sourcing capabilities and support team.

You will own the sales process from **prospecting through contract**, while working closely with Elevate's leadership and operations teams to ensure every opportunity is positioned, sold and transitioned successfully.

The Opportunity

The Director of Business Development will be responsible for generating new corporate business for Elevate and developing long-term client relationships.

This is not a traditional "sales" position. This is an entrepreneurial opportunity designed for someone who wants to build a book of business and be rewarded directly for the business they generate.

You will have the autonomy to develop your territory, pursue opportunities, build relationships and create your own book of business.

Elevate provides the infrastructure, expertise and delivery team to support you once the business is won.

What You Will Do

Develop Your Own Business

- Leverage your existing corporate and industry relationships to identify meeting and event opportunities.
- Prospect for new corporate clients.

- Develop relationships with meeting planners, executive assistants, HR leaders, marketing teams, procurement departments and senior executives.
- Generate leads through networking, referrals, LinkedIn, industry events and personal relationships.
- Introduce Elevate's services to prospective clients.
- Qualify opportunities and determine the appropriate Elevate solution.
- Manage the client relationship throughout the sales process.
- Secure new meeting and event business.
- Develop repeat and recurring business from existing accounts.

Represent Elevate

You will represent Elevate as an extension of our team and have access to:

- Elevate's brand and reputation
- Meeting and event expertise
- Hotel and venue relationships
- Sourcing resources
- Proposal and RFP support
- Event planning and operations expertise
- Registration and event technology
- Marketing support
- Administrative support
- Contracting and financial support

You Bring

- 2+ years of B2B sales/business development experience.
- Demonstrated success generating new business.
- Strong relationships within the corporate meetings and events industry.
- A proven ability to prospect and develop new opportunities.
- Excellent communication and presentation skills.
- Strong negotiation skills.
- An entrepreneurial mindset.
- Confidence dealing with senior corporate decision-makers.

- Strong understanding of hotels, venues and corporate meetings.
- Excellent follow-up and organizational skills.
- Ability to work independently while collaborating with a broader team.
- Willingness to travel for client meetings and industry events.

Compensation

Elevate believes strong sales performance should be rewarded.

The compensation package will include:

- Uncapped Performance-Based Compensation. The successful candidate will be compensated based on the commissionable revenue or gross profit generated from the business they originate
- Potential signing bonus for candidates bringing an established portfolio.
- Monthly business development stipend for the first 6 months
- Healthcare Spending Account
- Year-end bonus for strategic account development and achieving annual revenue targets.
- Elevate's model is designed to provide meaningful earning potential with no limit to the amount you can earn on all products

This Role Is For You If...

You are already successful in the meetings and events industry but want:

- More autonomy and flexibility
- Greater earning potential
- The opportunity to build something
- A strong operational team behind you
- Less administrative burden
- A broader range of services to sell
- The opportunity to develop long-term corporate accounts
- A direct relationship with company leadership

If you have built a strong network in the corporate meetings industry and are ready to turn that network into something bigger, **we'd love to meet you.**