

JOB OFFER: Independent Business Broker

CANADEST Business Brokers Inc. is a professional firm specializing in business transfers offering services to entrepreneurs who wish to sell or buy existing businesses on a confidential basis. Our company operates throughout the Maritimes and the province of Quebec.

All of our CANADEST business brokers have the privilege of being independent contractors. They are professional negotiators and business facilitators, who listen to their clients. Our brokers benefit from both the support of the head office and the mentoring necessary to succeed in their work. Their status as an independent expert allows them to enjoy a great deal of personal and professional freedom, while benefiting from our national and international network.

We are currently in a recruitment period. We would like to strengthen our team by opening a new position of Independent Business Broker to represent us in Rivière-du-Loup County and surrounding areas, located in the province of Quebec.

The candidate will be responsible for prospecting and selling businesses of various sizes. He/she will have to master the negotiation of contracts and the management of commercial transactions. Ideally, he/she should have an excellent knowledge of the local and national market as well as strong sales experience. We look forward to hearing from you to join our dynamic and innovative company.

MAIN TASKS:

- Develop a portfolio of prospects to offer them business to buy or to sell
- Identify businesses that can be bought or sold
- Participate with CANADEST management in assessing the value of the company and setting its selling price
- Negotiate terms and conditions of the sale
- Work closely with clients to ensure customized support
- Facilitate transactions to ensure customer satisfaction
- Manage deadlines and transaction details until the transfer closing
- Conduct market research and provide regular reports to CANADEST Head Office

REQUIRED SKILLS

- Significant experience in sales, business valuation, business management, finance, business coaching, accounting, law, marketing or as a small business owner, or any other related field
- Ability to work independently and achieve goals
- Excellent verbal and written communication, negotiation and presentation skills
- Ability to manage multiple transactions simultaneously while meeting deadlines
- Ability to work under pressure
- Strong knowledge of computer tools and word processing software
- Good knowledge of the Rivière-du-Loup county and surrounding area
- Bilingualism (French and English) would be an asset

If you are motivated, autonomous, ready to take on new challenges, and want to join a growing company, we would like to hear from you.

To apply, please send your CV and a cover letter to the following email address: info@canadest.com. We look forward to meeting you and welcoming you to our team.

Only candidates selected for an interview will be contacted.