

Junior Business Development Analyst

Delphi Technology Corp's mission is to inspire the next generation of aspiring aviators. Founded in 2019, our team at Delphi Technology Corp, together with our group of incredible partners are developing products and services to be the technological standard of adaptive aviation training. With VR City, we provide students and aviation companies engaging, self-paced learning experiences and solutions with the integration of Virtual, Augmented and Mixed reality. VR City also provides a collaborative, research-based learning that incorporates a rewards-oriented approach for students.

At Delphi Technology Corp, we strive to enhance our customers' experiences through seeking valuable feedback to further improve our products. In this modern era, we believe the integration and continuous innovation of our emerging technology in digital aviation training lead towards a successful future. We are great supporter to promote Women in STEM or Women in Aviation & Aerospace.

This team member role as a Junior Business Development Analyst:

In the interest of keeping Delphi Tech up to date, growing steadily and poised to take whatever opportunities may arise, you will perform a wide array of tasks. We analyzed a number of online job postings to identify these primary duties and responsibilities.

Maintain Business Relationships

In every organization, no matter the industry, strong and long-lasting relationships with clients are absolutely essential. For this reason, one of the most important tasks for Business Development Analysts is that of maintaining and developing client relationships. There are many ways they can go about doing this, from making phone calls to flying across several states for a face-to-face meeting.

Conduct Research

A significant portion of a Business Development Analyst's time will be spent conducting research on market insights, business opportunities, industry trends, competing organizations, customer demographics, new technologies and more. This must be done on a regular basis in order to stay caught up on recent information.

Interpret Data

Once a Business Development Analyst has conducted the necessary amount of research, it's not enough to simply report the findings of that research. Instead, they must use their experience and skills to figure out what their findings could mean for the company as a whole. This means determining whether or not their findings could apply to their own company, identifying the specific areas of their company that would be affected and predicting both the positive and negative results of any possible changes.

Keep Records

The Business Development Analyst must track and record metrics, data and statistics on company performance, connections, client retention, customer retention and finances on a regular basis. In addition to providing detailed records for the company's long-term use, this practice also allows the Business Development Analyst to recommend ways to improve existing procedures.

Required Qualifications/Experience:

- Post-secondary education in Business or Marketing or Information Technology would be an asset
- 1-2 years' experience working on a Marketing or Business development team for a High Technology or software company, preferably B2B based is considered an asset
- Interest and understanding of Aviation & Aerospace industry or Passion on aviation industry
- Ability to champion new ideas and develop creative approaches.
- Must have the hustle and drive to take initiative and make things happen!
- Microsoft Office proficiency

Job Types: Full Time; Salary: DOE

Preference will be given to Indigenous or domestic Candidates. This position can be remote work or be in Winnipeg Canada.

Language: Fluent in English Working days: Monday to Friday. Up to 40 hr per week

Benefits: Flexible schedule, Comprehensive Extended Health and Dental Benefits

Interested applicants, apply to HR@delphitechcorp.com