



Business Development Executive

Job Description

Location: Saskatchewan (Remote with local travel)

Company: Creatorade Media Inc.

The Opportunity

Creatorade helps businesses grow by connecting them with Canada's most trusted local creators. We build influencer marketing campaigns that drive awareness, generate leads, and create real business results.

We're growing across Saskatchewan and are looking for someone who already knows the market with an established network who can open doors. Someone who has built relationships with local businesses, understands the Saskatchewan business community, and enjoys helping companies find better ways to market themselves.

You'll work closely with our marketing, campaign, and creator teams to bring campaigns to life while focusing on building long-term client relationships.

What You'll Do

- Develop new business opportunities throughout Saskatchewan.
- Build relationships with business owners, marketing managers, and decision-makers.
- Manage the full sales process from prospecting through closing.
- Present Creatorade's marketing solutions with confidence.
- Identify client goals and recommend creative campaign strategies.
- Collaborate with internal teams to build proposals and campaign plans.
- Maintain accurate CRM records and sales forecasts.
- Attend networking events, community events, and industry functions.
- Grow existing accounts through renewals and additional opportunities.

We're Looking For Someone Who

- Has 5+ years of B2B sales or business development experience.
- Has an established network of Saskatchewan business leaders.
- Is comfortable selling marketing, media, advertising, or professional services.
- Has a proven history of consistently achieving sales targets.
- Can confidently lead meetings with executives and business owners.
- Is highly organized and manages opportunities effectively.
- Is self-motivated and thrives in an entrepreneurial environment.
- Communicates exceptionally well, both in person and virtually.
- Enjoys building genuine, long-term relationships.

Bonus Points If You Have

- Experience in digital marketing or advertising.
- Experience working with agencies or media organizations.
- Existing relationships with marketing directors, franchise groups, or regional business organizations.
- Knowledge of Saskatchewan's business landscape across Regina, Saskatoon, and surrounding communities.

What We Offer

- Competitive base salary plus uncapped commission.
- Opportunity to earn significant performance bonuses.
- Remote work with flexibility.
- Comprehensive onboarding and ongoing support.
- Marketing-generated leads to supplement your own prospecting.
- Access to Canada's leading creator network.
- A collaborative, entrepreneurial team focused on growth.

Why Creatorade?

We're building one of Canada's fastest-growing creator marketing agencies. Our team works with some of the country's most recognizable creators while helping local businesses compete through authentic creator-led marketing.

If you're well connected in Saskatchewan and want to help shape the future of local marketing, we'd love to meet you.

Apply

Please send your resume and a brief introduction outlining your experience and why you'd be a great fit for Creatorade.

Email: info@creatorade.ca