



Sales & Business Development Representative Full-Time

Port Hardy and North Island
Port Hardy

Friday March 27, 2026

\$21 - \$25/ hour (From \$48,000 a year)

Company: k'awat'si Economic Development Corporation

Industry: Management/ Administration

Remote/Camp Based Job: No

How to apply:

<https://ca.indeed.com/job/sales-business-development-representative-relocate-port-hardy-bc-f385a30b34e3b17a>

Expiry Date:

Friday, April 10, 2026

Details:

The K'awat'si Economic Development Corporation (KEDC) is dedicated to fostering growth and opportunity within the Gwa'sala-'Nakwaxda'xw community. Established in 2014, KEDC focuses on creating sustainable businesses that respect cultural values while driving economic prosperity. KEDC is looking for a Sales & Business Development Representative to join our team in Port Hardy, B.C. The Sales & Business Development Representative is responsible for driving revenue growth across KEDC's business lines, including K'awat'si Shellfish, K'awat'si Tours, and Kwa'lilas Hotel. This role focuses on identifying new business opportunities, strengthening client relationships, increasing brand visibility, and supporting long-term economic sustainability in alignment with KEDC's cultural values and community mandate. The position requires a proactive, results-driven professional capable of managing multiple product lines while contributing to the broader economic development strategy of the organization. This is not a remote position and requires relocation to Port Hardy, located on the northern tip of Vancouver Island, BC. Port Hardy serves as a gateway to natural beauty and cultural heritage. Nestled in a region of breathtaking rainforests, rugged coastlines, and vibrant marine life, the town offers a rich tapestry of community and history..

What We Offer:

- 1 month of covered accommodation in a hotel room for individuals relocating from outside of Northern Vancouver Island
- Relocation Assistance.
- Wellness incentives include discounted gym membership and free in-person counselling services.
- Company events and holiday parties
- Career growth and development opportunities
- Benefits after 6 months with the company
- 2 weeks of Vacation
- Sales Commission

Essential Duties and Responsibilities:

- Sales &

Revenue Generation •Actively promote and sell K'awat'si Shellfish products to wholesale, retail, restaurant, and distribution markets •Generate and manage group, corporate, and event-based bookings for Kwa'lilas Hotel •Drive tour sales through travel partners, corporate clients, and destination marketing channels •Identify and pursue new revenue streams and strategic partnerships across all business units •Achieve established sales targets and revenue objectives Business Development & Market Expansion •Conduct market research to identify growth opportunities and emerging trends •Develop proposals, pricing structures, and customized client packages •Support expansion into new regional, national, or international markets •Maintain an active sales pipeline and prospecting strategy Relationship & Brand Representation •Build and maintain strong relationships with clients, distributors, tourism operators, and industry stakeholders •Represent KEDC at trade shows, tourism events, seafood expos, and community engagements •Promote KEDC's identity as a leading Indigenous-owned enterprise rooted in community and sustainability •Ensure alignment between customer expectations and operational delivery Marketing and Cross-Promotion •Collaborate with marketing to support campaigns, promotions, and seasonal initiatives •Contribute to development of sales materials, presentations, and digital content •Promote cross-selling opportunities between shellfish, hospitality, and tourism services Reporting & Administration •Track leads, sales activity, and customer interactions •Prepare regular sales reports and forecasts •Maintain accurate records in CRM or sales tracking systems •All other duties as assigned by CEO/Senior Management •Valid Driver's License Job Type: Full-time Pay: From \$48,000.00 per year Benefits: •Casual dress •Dental care •Discounted or free food •Employee assistance program •Extended health care •Paid time off •Relocation assistance Application question(s): •Are you legally entitled to work in Canada?

Qualifications & Experience:

Education and/or Experience Requirements: •Proven experience in sales, business development, hospitality, tourism, or aquaculture sectors •Strong communication, negotiation, and relationship-building skills •Ability to manage multiple product lines and priorities •Self-motivated, organized, and results-driven •Comfortable working independently and collaboratively •Knowledge of Indigenous-owned businesses, BC tourism, or seafood markets is an asset •Willingness to travel as required Education: •Secondary School (preferred) Experience: •Administrative: 1

year (preferred)
