



DIRECTOR, BUSINESS DEVELOPMENT

Lead Growth. Build Partnerships. Shape the Future.

Collicutt Energy Services is a solutions-driven engine company specializing in manufacturing, repair, overhaul, and maintenance across power generation, natural gas compression, industrial engines, and engineered energy solutions. As we continue to grow across North America, we're looking for a strategic leader who can identify new opportunities, build lasting partnerships, and help shape the next chapter of our business.

Reporting directly to the **President**, the **Director of Business Development** is a newly created executive leadership position responsible for developing and executing growth strategies across Canada and the United States. This role combines strategic planning, market expansion, executive relationship management, and business leadership to drive sustainable revenue growth and strengthen Collicutt's position in the marketplace.

Why Join Collicutt?

This is an opportunity to build something.

You'll have the autonomy to influence corporate strategy, identify new markets, develop strategic partnerships, and work alongside executive leadership to drive long-term organizational growth.

We offer:

- Competitive executive compensation
- Performance-based incentive program
- Comprehensive benefits package
- RRSP matching
- Executive leadership opportunity with direct access to senior decision-makers
- Stable, privately owned Canadian company with North American operations
- Opportunity to make a lasting impact on the future of the organization

What You'll Do

- Develop and execute North American business development strategies aligned with corporate growth objectives
- Identify and pursue new markets, strategic partnerships, and revenue opportunities
- Build executive-level relationships with customers, distributors, engineering firms, EPC contractors, and industry partners
- Lead market expansion initiatives across Canada and the United States
- Develop business cases, growth strategies, and ROI analyses for new initiatives
- Collaborate with Sales, Operations, Engineering, and Service teams to successfully execute growth opportunities
- Support pricing strategies, major customer negotiations, and strategic account development
- Analyze market trends, competitive activity, and emerging technologies to identify future opportunities
- Mentor and develop business development and sales personnel while fostering a high-performance culture
- Represent Collicutt at industry events, conferences, customer meetings, and executive forums



What You Bring

Required

- Bachelor's degree in Business, Commerce, Engineering, Marketing, or a related discipline
- Minimum 10 years of progressive experience in business development, strategic sales, operations, or executive leadership
- Minimum 5 years of leadership experience managing teams and driving business growth
- Demonstrated success developing and executing strategic growth initiatives
- Proven experience building executive-level customer relationships and strategic partnerships
- Strong financial and commercial acumen, including budgeting, forecasting, and business case development
- Exceptional communication, negotiation, and relationship-building skills
- Ability to travel throughout North America as required

Preferred

- Experience within power generation, natural gas compression, industrial equipment, manufacturing, or energy-related industries
- Experience expanding markets across Canada and the United States
- Knowledge of engineered products, industrial systems, or energy infrastructure
- Experience leading cross-functional strategic initiatives

Who You Are

You're a strategic thinker who naturally sees opportunities where others see obstacles. You build trust quickly, influence without relying on authority, and know how to turn relationships into long-term business partnerships.

You enjoy balancing big-picture strategy with practical execution, and you're motivated by building sustainable growth—not simply hitting short-term sales targets.

Location

Based in **Red Deer, Alberta**, with travel throughout Canada and the United States as required.

How to Apply

Submit your resume to hr@collicutt.com with **Director of Business Development** in the subject line or apply directly through **Indeed** or **LinkedIn**.