

Business Development Manager

Collicutt Energy Services Corp, a leader in the power generation and natural gas industry, is currently seeking a Business Development Manager for Central Alberta to join our team. We are looking for someone who is ready for the opportunity to build customer relationships in the area and expand our client base.

The successful candidate will be responsible for:

- Focus on the sale of custom power generation units, as well as project based power generation opportunities
- Identify, research and contact prospective customers and builds positive relationships that will generate future sales and repeat business
- Make sales calls to new and existing clients, as well as follow up on sales activity
- Make sales calls with the VP level obtain potential clients, as well as visiting current clients to promote new business
- Develop value propositions based on unique client needs
- Deliver sales presentations to promote and sell the company's services
- Contribute to sales products, promotions & marketing collateral to maximize sales opportunities
- Develop, execute and accountable to the sales action plan and strategy created
- Report sales and quoting information, updates, progress, etc.
- Ensure customer service satisfaction and good client relationships
- Gather competitive intelligence and monitor competitors, market conditions and product development
- Quick response to, and resolution of, client needs and concerns, and timely feedback on technical proposals and job status
- Optimization of client satisfaction/loyalty through improved operations
- Maintain relationships with both internal and external customers
- Other duties as assigned

The position requires:

- 5+ years of experience in sales required, industry related experience an asset
- Bachelor Degree is an asset
- Technical background in generators, engines and related components would be an asset
- Strong work ethic and high sense of motivation and goal driven
- Excellent organizational, written, verbal, negotiation and interpersonal skills
- Client service focus with experience in customer problem resolution
- Able to work independently and in a team atmosphere
- Possess integrity, a strong sense of urgency and a proven ability to hit deadlines
- Able to work a flexible schedule, including overnight travel as required
- Strong customer service focus with good verbal and written communication skills
- Effective time management, including the ability to anticipate and deal with the effects of change
- Proven competency in Microsoft Office
- Valid driver's license
- Available for, and legally able to, travel internationally
- Commitment to Collicutt Core Values Core Purpose

This is an excellent opportunity to join a dynamic and growing organization. The potential for success with our expanding, progressive, privately owned business is unlimited. We recognize our team members as individuals, and consider mutual RESPECT to be the key to building a cohesive, productive Team.

If you are interested in this exciting opportunity that offers endless learning opportunities, a safety first philosophy, mutual commitment, fun, and community involvement, then don't wait any longer! Come be part of our FAMILY.

Please submit your resume to Stacey Dawson in Microsoft Word format, along with your salary expectation, and availability date by replying to this ad.

No One Gets Hurt ~ We Are Like a Family ~ Do What's Right ~ Do What You Say ~

~ It's Fun to Win ~ Finding a Better Way

