

Position Profile

Title: Business Development Executive

Department: Sales and Marketing

Reports to: Senior Director of Sales

Overall Responsibility:

This position is responsible for the sale of industrial and electrical control systems for custom applications. This position is responsible for establishing, growing and maintaining relationship through our client base.

Key Areas of Responsibility:

- Support our client's business objectives.
 - Maintain a current database of all accounts and their respective requirements in your assigned territory.
 - Develop knowledge of the competitive activity in your accounts.
 - Build a portfolio of growth opportunities and develop the necessary contacts and relationship.
 - Maintain appropriate call frequencies and call documentation.
- Lead the customer interface and manage volume and revenue against contractual commitments utilizing the account planning process.
 - Develop and implement strategic account plans consistent with our client's marketing strategies and value proposition.
 - Lead the contract negotiations and ensure compliance against contract commitments.
 - Manage price negotiations and secure the necessary approvals.
 - Build multi-level relationships and contacts.
 - Monitor customer needs and satisfaction and ensure problem resolution.
 - Periodically assess SWOT and recommend any appropriate action.
- Develop customer proposals and surface new growth and product/service opportunities.
- Monitor and report on market, product, customer trends and competitive activity.
- Manage expenses against an assigned budget.
- Jointly with the Project Manager and the Systems Integrator, initiate technical projects that provide value and differentiation.
- Jointly with Finance, manage the company's credit exposure to individual accounts





Term of Employment:

- Full time (40 hours per week), permanent.
- Salary - based upon experience level.
- Eligible to participate in company incentive plan.
- Comprehensive benefit plan.

Qualifications:

- Degree from a credited university or technical college in one or more of the following fields: electrical engineering, business, finance, marketing. MBA preferred but not obligatory
- Experience in the waste water, petrochemical, pulp & paper, food production or oil & gas industries with a minimum of 3-5 years in a technical sales role.
- Experienced candidates with 5+ years' experience in the Automation Industry combined with advanced commercial or business experience will also be considered.
- Strong communication, teamwork, and interpersonal skills.
- Strong Technical Aptitude with a firm understanding of the Automation Industry (PLC, HMI, SCADA, instrumentation, etc).
- Robust knowledge of the relevant industries and markets.
- Ability to work independently and be a self-starter.
- Ability to promote and accept change.
- Strong negotiating skills.
- Able to travel to support the assigned sales territory (estimated travel of less than 25%).