

Company:	Whitemud Ironworks Limited
Position:	Business Development Representative
Location:	Surrey, BC

Whitemud Ironworks Limited has a challenging and rewarding opportunity available for an experienced **Business Development Representative** to join our Sales team. This is a full-time, permanent position located in our *BC Office* (19469-92 Ave, Surrey, BC).

The Business Development Representative (BDR) will build and maintain a customer base by securing business opportunities with existing, new and targeted accounts. The BDR will develop and implement focused plans that align with Whitemud's strategic goals and objectives to increase effectiveness and build market share.

The key duties of this position will include (but will not be limited to):

- Maintain relationships with new and existing business contacts in the industry
- Network, prospect and generate business opportunities to promote planned growth of the business
- Work with customers to learn their needs and overall scope of projects and propose solutions to fit those needs
- Develop and implement business plans to increase new business as well as define and identify expansion opportunities
- Negotiate with clients and stakeholders to develop mutually beneficial agreements that will lead to continued business relationships and repeat business
- Drive revenue growth
- Prepare reports and proposals as part of the sales presentation to potential clients
- Assist with budgeting for proposals and tenders

The ideal candidate will have:

- Construction Engineering Technology Diploma
- A trades background (Welder, Ironworker, Fabricator, Fitter, etc.) or related experience in Structural Steel
- 5 years' sales experience in the construction industry, preferably in commercial construction
- An existing network of contacts within the steel fabrication and commercial construction industries is preferred
- Proven ability to generate build and maintain profitable relationships with prospective clients and partners
- Experience delivering sales presentations and proposals
- Advanced sales skills (eg. prospect qualification, lead generation, negotiation, closing, etc.)
- Intermediate computer skills



- A valid class 5 license

The ideal candidate will also possess the following qualifications:

- Ability to make high impact sales presentations and solutions to existing and prospective clients
- Establish goals and actions that will lead to expanded business
- Ability to prioritize, make decisions, and meet strict deadlines
- Experience facilitating business development and sales meetings
- An independent, goal-focused, self-starter
- Strong networking skills

Some travel will be required

Whitemud Ironworks offers a competitive salary and a comprehensive benefits package.

Whitemud Ironworks Group is a fully integrated steel fabricator and erector that specializes in structural and miscellaneous commercial steel projects. *Whitemud* has established construction crews and three fabrication facilities located in Edmonton, AB and Surrey, BC, totaling over 100,000 square feet. For more information about *Whitemud Ironworks*, please visit www.whitemud.com.

To apply!

Please submit your resume to careers@wiworks.ca via and quote job # 1802222 or email or to (780) 955-3484 via fax.