Business Development Representative

Upside Engineering Ltd. currently has an opportunity for a Business Development Representative to join our established team of professionals in Calgary. Upside Engineering Ltd. has challenging, ongoing career opportunities for experienced candidates.

As a key member of the business development team, the Business Development Representative will work with the company's existing clients to ensure that the clients' business needs are met on time and in a satisfactory manner to continue to grow business. In addition, they will be instrumental in the identification, qualification, and closing of new opportunities and clients.

Skills and experience:

- A degree or certificate in business or engineering;
- A minimum of 5 years business to business (B2B) sales experience, preferably in the engineering and energy industry;
- Proven sales track record.

Responsibilities:

- Maintain and develop existing customers through high levels of service in order to expand and strengthen the relationship;
- Actively identify opportunities to introduce additional services, thereby increasing the revenue opportunity within each customer's business portfolio;
- Work with customers' management teams to understand particular business strategies;
- Communicate customer requirements and/or schedules to internal staff in a timely and executable manner to promote optimum cost efficiency;
- Identify relevant customer segments within the growth market areas, and develop strategies to penetrate the segment;
- Identify and develop new sales enquiries and convert into profitable new business;
- Track and escalate customer issues, as a measure of customer satisfaction;
- Compile marketing plans for the approval of the Business Development Manager;
- Coordinate, monitor and identify gaps in the implementation of the marketing plans as well as make recommendations for corrective action where required;
- Conduct marketing research and competitive analysis, using internal and external databases in order to identify potential customer opportunities;
- Remain actively familiar with all the company's products and or services and prepare presentations promoting them; and
- Assist accounts personnel to ensure that customer accounts are not overdue.

The successful candidate must have good leadership and management skills; be organized and efficient; and have the aptitude to build and sustain strong relationships with customers. They will also possess skills as a good communicator and be detail-oriented, responsible, self-motivated, independent, professional, trustworthy and reliable.

This is a chance to work with industry leaders in a uniquely enjoyable work environment. Our recruiting mission is to hire the best people for the job, provide an unbeatable work setting and respect and value our team. It's what makes us exceptional.

If you are interested and qualified for this opportunity please send your resume to hr@upsideeng.com with Business Development Representative in the subject line. We will be reviewing all resumes after the closing date.

Closing Date: April 2, 2010