



Business Development Manager, South/Central Ontario

The **Business Development Manager, South/Central Ontario** develops, plans and executes sales initiatives for FER-PAL Construction. This includes contributing to the development of a sales plan in partnership with the Sales Manager in order to acquire new business while maintaining existing relationships.

Job Responsibilities:

- Responsible for business development operations south of Sudbury from Windsor to Ottawa.
- Work with Sales Manager to develop campaigns and a sales path in order to grow the market in given territory.
- Prospect and acquire new customer relationships while maintaining the existing customer base.
- Work with internal resources to ensure optimum communication and coordination with clients.
- Utilize Customer Relation Management Software in order to facilitate the sales process.
- Regularly inform customers on new developments made by the Company and its associated manufacturers.
- Educate customers on current technologies to increase knowledge of trenchless technologies.
- Assist in the building of specifications for new clients and strengthen specifications with existing customers.
- Contribute and collaborate in regular Sales meetings.
- Review bidding websites, finding new tenders and growing understanding of market pricing.
- Achieve sales goals as set by Sales Manager.

Skills, Knowledge and Abilities Required:

- Minimum five years experience in a business development role.
- Proven success working independently.
- Strong problem-solving skills.
- Strong interpersonal and networking skills.
- Excellent written and verbal communication skills.
- Thrives under pressure and is goal oriented.
- Previous experience maximizing CRM software capabilities.
- Own transportation and valid driver's license.
- Legally available for work in Canada.

Fer-Pal Infrastructure is an entrepreneurial leader in watermain rehabilitation services in North America. With a 30-year award-winning history of ensuring clean and safe water for municipalities in Canada and USA, Fer-Pal continues to grow rapidly as a result of our leading-edge team, innovative technology, and customer excellence. Fer-Pal offers



competitive wages, a comprehensive benefit plan, an RRSP program including company match, and opportunities for career growth. Fer-Pal is an equal opportunity employer.

To learn more about Fer-Pal, there are a number of You Tube videos describing the company and the culture. A company overview video can be found here: <https://www.youtube.com/watch?v=H59Noqplw6A>

To apply please submit resume via email to jobs@ferpalinfrastructure.com

While interest from all applicants is appreciated, we regret that we will only be able to contact qualified candidates.

In accordance with the Accessibility for Ontarians with Disabilities Act, 2005, Fer-Pal will provide a reasonable accommodation to employees and prospective employees to the point of undue hardship upon request and as required in respect of the individual's particular restrictions and limitations. If you require a specific accommodation because of a disability or a medical need, please advise us in your application.