

Job Title: Business Development Manager (BDM) – Power Systems
Location: Surrey, BC

Application Deadline: April 30, 2021

PowerSafe Energy Services Inc. currently has an opening for an experienced Business Development Manager – Power Systems Sales position in the Power Generation and Distribution Equipment market. The successful candidate must show an interest in and have experience in sales and marketing of electric power equipment and systems in the commercial, industrial, and utility sectors.

If you have experience in developing long term strategic customer relationships by your solid business acumen in conjunction with solid knowledge of equipment systems, then please apply for this fantastic opportunity.

Only applicants that have qualifications listed below will be considered.

Position Summary:

The Business Development Manager is responsible for sales of Electric Power Generation and Distribution Equipment (LV & MV Switchgear, Unit-Substations, Load Banks, UPS Systems and Power Generators) within the assigned territory. Using a consultative selling approach, you will build profitable long-term customer-relationships.

Qualifications / Desired Skills & Expertise:

- Preferably 10+ years of sales experience in industrial electrical products working with consulting firms and electrical contractors
- Post-secondary education in business or engineering (electrical)
- Must be knowledgeable in Microsoft Office and possess basic computer knowledge (Word/Excel/PowerPoint/Etc.)
- Experience in the bid specification and tendering process
- Existing relationship with electrical engineering firms and contractors in BC & AB
- Passion for excellence - highly organized and extremely detail oriented; ability to handle multiple tasks simultaneously with minimal supervision
- Must be comfortable presenting to all levels of an organization
- Must be goal oriented, self-motivated, collaborative and team focused
- Experience with Electrical Power Generation & Power Distribution
- Strong customer service, interpersonal and communications skills
- Valid Class 5 drivers license and a vehicle
- Valid passport to travel within North America

Responsibilities and Duties:

- Research new target industries and or individuals that have not been prospected in the past
- Responsible for reporting and maintaining / tracking account activities including relevant customer information and sales activity requirements
- Maintain strong, long term relationships with customers; provide exemplary customer service
- Support the marketing and sales team with their day-to-day functions and respective duties as needed
- Assist in preparing and writing technical and commercial proposals (RFI, RFPs, etc.)
- Attend and actively participate in regular marketing and sales meetings
- Sales and Marketing of assigned products & solutions to existing and new clients
- Sales calls and presentations to engineering firms, electrical contractors, and end users
- Work with vendors / inside-sales to prepare quotes and estimates
- Maintain the company's client data base
- Client Sales calls both via telecommunications/online and in person within Western Canada
- Represent the company at trade shows as exhibitor or attendee
- Work with management and vendors to negotiate contracts and close sales

Industries: MV/ LV Electrical Power Generation and Distribution equipment
Travel: Ability and willingness to travel as needed up to 40%
Hours of Work: Ability and willingness to work flexible hours including weekends, evenings, nights, and holidays as required.

OUR MISSION

One of *Top New Growth Companies* as per *Canadian Business 2020*, **PowerSafe** Energy Services is a trusted consultative equipment and service provider committed to ensuring the safety, performance, and compliance of electrical distribution systems with a track record of long-term partnerships and excellence in customer experience.

PowerSafe is an equal opportunity employer. *Qualified applicants will be considered without regard to age, race, creed, color, national origin, ancestry, marital status, affectional or sexual orientation, gender identity or expression, disability, nationality, or sex.*

PowerSafe thanks all applicants for their interest, however only those candidates selected for interviews will be contacted.

Please submit resumes which includes a cover letter to careers@powersafe.ca