

Business Development Manager

#12-01BDM-WW

Westwood Electric is an electrical contractor providing services to a wide range of industries in Western Canada. We pride ourselves on our long term retention of both clients and staff, and we achieve this through open and honest dealings throughout our company. We offer competitive compensation packages with excellent benefits, and provide opportunities for growth and development within the organization.

Our Head Office is based in the beautiful Okanagan Valley in the interior of British Columbia, justifiably famous for its outstanding natural beauty and very livable climate. With a population of over 50,000 people, Vernon offers a wide range recreational activities including golf, hiking, mountain biking, skiing, water sports, fishing, and many others.

We are currently recruiting for the position of **Business Development Manager** to be based in our office in **Vernon, British Columbia**. This position will report directly to the President, and will be an integral part of the Senior Management team.

The Business Development Manager will oversee the Business Development department and will be responsible for securing bid packages from Westwood's existing/potential customer base and will lead the RFQ process from start to final negotiations and purchase order. The Business Development Manager will be responsible to regularly attend customer sites across Western Canada.

The successful candidate will have various responsibilities, including but not limited to:

- Initiating and maintaining excellent relationships with Westwood's existing and potential customer base.
- Understanding customers' project objectives and communicating with confidence how Westwood's services can meet those objectives.
- Ensuring adequate quantities of relevant RFQ's are received to meet sales and resource objectives.
- Approving bid proposals in a timely manner while ensuring accuracy and professionalism.
- Maintaining extensive industry knowledge of capital projects.
- Maintaining customer prequalification information as required.
- Reviewing and understanding commercial RFQ documents to identify risks.
- Attending pre-award meetings as required and negotiating final contracts.

The ideal candidate will possess the following attributes and qualifications:

- Previous marketing and industrial sales experience. Existing industrial contacts in the oil and gas, potash, mining and wood products industries is a definite asset.
- Must have a strong knowledge and understanding of industrial construction projects including safety, methodology, schedules, processes and quality.
- Knowledge of electrical construction, equipment and systems.
- Understanding of contract and commercial terms along with effective and proven negotiation skills.
- Must be a fit for Westwood's values of Safety, Respect, Support, Integrity and Viability.
- Strong working knowledge of Microsoft Word, Excel and Outlook complete with strong math skills.

All applications will be handled in confidence and should be e-mailed, quoting the job title and posting #12-01BDM-WW, to jobs@westwoodcompanies.com or faxed to (250) 542-4915.

Powering growth & success through our people.