Business Development Representative
Roterra Piling Ltd.

Who is the Business Development Representative?

The Business Development Representative will work closely with the Preconstruction Manager to identify business opportunities that support the company's strategic objectives and that align with the business plan. Responsible for developing and managing the generations of sales leads, qualifying clients and opportunities, generating revenue, and tracking progress in a business-to-business environment. The job duties include:

- Identify and qualify new prospective clients and opportunities to maximize business opportunities.
- Build relationships through outside sales, cold calling, attending conferences and seminars and hosting lunch and learns with prospective clients (post COVID-19).
- Establish and build relationships with senior executives and decision makers of prospective and established clients.
- Work with internal and external customers to close new business opportunities.
- Seek out and provide customer feedback to key members in organization to maintain and/or improve customer satisfaction.
- Play a key role in the creation, facilitation, and delivery of service offerings.
- Coordinate with the Preconstruction Manager to manage customer relations.
- Interact with members of the organization to ensure project completion for all clients.
- Keep current with overall market trends and economic and business developments.
- Maintain dedication to the continual improvement of the organization.
- Reports directly to the Preconstruction Manager.
- Traveling to meet with prospective and current clients.

Education/Experience Requirements?

- Post-secondary degree in engineering, civil discipline preferred.
- 5-10 years of direct work experience in a sales capacity.
- 5-10 years of construction experience, geotechnical preferred.
- Knowledge of the industry processes, procedures, and best practices.
- Proficiency with Microsoft Office Suite
- Valid Alberta Driver's License
- Customer Relationship Management (CRM) Experience

About Roterra

Roterra is turn-key foundation solutions provider with a focus on four main deep foundation technologies: helical screw, bored cast-in-place, driven, and continuous flight auger piling along with excavation support (shoring). We offer engineering and fabrication solutions with a focus on providing end-to-end service. We service all markets and all project sizes and strive to provide an industry-leading customer experience.

Why work for Roterra?

We offer a comprehensive compensation plan including health and dental package, employee assistant plan, competitive salary, group RRSP and deferred profit-sharing plans as well as room for growth. Roterra has a young and dynamic team that is owner-operated committed to being a leading provider of our core products and services across North America. If you are looking to join a professional team of high functioning and high performing individuals committed to accomplishing significant growth for both the company and the individuals, then Roterra is for you.

To apply for the **Business Development Representative** position, email
your resume to **careers@roterra.com**
Call Roterra Pilling's Human Resources department at 780-948-8556 for more information