



CAREER OPPORTUNITY – BUSINESS DEVELOPMENT MANAGER

ABOUT ROTERRA:

Roterra is a turn-key foundation solutions provider with focus on four main 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 pride ourselves on providing industry-leading customer experience.

WHY WORK FOR ROTERRA:

Roterra has a young and dynamic team that is owner-operated and committed to being a leading provider of our core products and services across North America. We are friendly and driven to succeed as a team. We are focused on growing and developing ourselves and the company.

We offer a comprehensive compensation plan including a health and dental package, employee assistance plan, competitive salary, group RRSP and deferred profit sharing plans, as well as room for growth. 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, than Roterra is for you.

ROTERRA CORE VALUES

- We pursue excellence by constantly raising the bar
- We have passion and enthusiasm – for our roles, the company and our relationships.
- We are experts that continually grow
- We do the right thing
- We are team players

PURPOSE:

The Business Development Manager is a key role within Roterra. As the primary customer facing employee, the role of the Business Development Manager is to welcome new clients to work with Roterra and manage trusting relationships with our existing clients. The successful candidate will report directly to the General Manager and will have the key responsibilities as present below;

CORE RESPONSIBILITIES:

Representation of Roterra

- use our core values as guidelines for attracting client to use Roterra
- offer sustainable solutions to clients based on available manpower and equipment
- under promise and over deliver, wowing our clients
- we keep the workflow moving and meet client deadlines

Brand Awareness

- facilitate a top tier image in the marketplace
- participate in lean advertising, online presence and clear branding
- book lunch & learns and product knowledge sessions at Engineering firms (performed by others)
- build relationships with key construction corporations

Outbound & Inbound Calls

- keep in contact with client on a monthly basis.
- Reach out to at least 50 new clients per week, rotating through different market segments
- Promptly answer and respond to potential clients within directed timelines
- Present estimates in timely manner, 2 or 3 days prior to deadlines
- Follow up on every quote or bid, give feedback to Ops, Finance and Management

Presentation

- submit bids well before close date and ensure receipt with a phone call
- use standardized templates for submittals that clients understand
- record proposals won and archive those that aren't with notes, track the close ratio
- engage Engineering department when technical clarifications are required by client
- Follow up prior to bid award and 2 weeks after, gather information to win future bids

Hand-Off to Project Managers

- Define the scope of work clearly with mutual agreement
- Highlight any unusual or important features of the project
- Include shop drawings with pile specifications in the hand-off package that Operations receives
- Communicate the timeline to the client and transfer client's trust to the Project Manager

FIRST YEAR DELIVERABLES:

- Develop a comprehensive understanding of the organization and the market it operates within.
- Create a strong combination of high accountability and psychological safety within estimating.
- Create a consistent and reliable flow of projects to Estimating and Operations
- Tee up 5 Lunch & Learns for GM or Engineering Manager to present

EDUCATION/EXPERIENCE REQUIREMENTS:

- Bachelor's degree in engineering or commerce
- Preference will be given to professional members of APEGA
- Proficiency with Microsoft Office Suite
- Two or more years of deep foundation experience is preferred.

KEY SKILLS:

- Maintain confidentiality when dealing with highly sensitive financial information
- Strong business morals and ethics
- Excellent communication skills (written and spoken)
- Demonstrated Sales skills including Outbound calling
- Experience in piling sub-trade and general knowledge of the construction industry
- Organized and efficient planning of multiple tasks while maintaining deadlines
- Strong team player and team building skills

WORK ENVIRONMENT:

- Fast paced facility and office in an industry of constant change
- Travelling away from home for varied periods of time

LOCATION: Acheson (west Edmonton), AB

WAGE: Based on Education and Experience

HOW TO APPLY:

If you are interested in this position, please send your resumes to careers@roterra.com