

## POSITION TITLE

### Business Development Representative

Full time

10, rue Émilien-Marcoux, Blainville

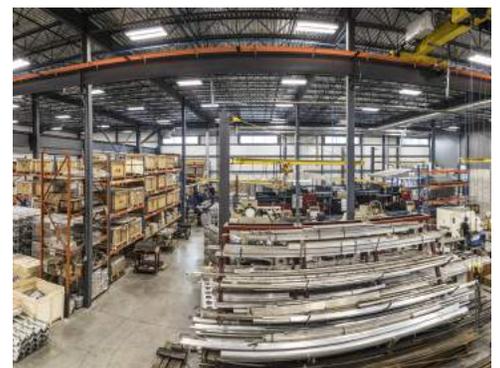


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## WHO WE ARE

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- ✓ We are a dynamic company located in modern and bright premises in Blainville.
- ✓ The world leader in the manufacture of emergency towers which are used in over 50 countries to help restore power on power lines damaged by natural disasters.
- ✓ A manufacturer of aluminum industrial structures for the North American market.
- ✓ A company that believes in the importance of aluminum as a strategic and more eco-friendly resource than steel and works to make its advantages known in various fields of application.
- ✓ A company that believes in a balance between work and family time, and has been officially rewarded for these initiatives.
- ✓ A company that respects its employees and looks to help them in their development and their search for stimulating challenges.
- ✓ A company that supports and believes in the importance of education for its employees.
- ✓ Passionate, committed, honest employees who perform great when collaborating together. We share a strong belief in the synergy generated by several brains working together.



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## WHAT WE ASK FROM YOU

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- ✓ To identify new business opportunities in related areas by developing a relevant offer that meets the needs of customers and prospects.
- ✓ To maintain strong and lasting relationships with our customers, prospects and business partners.
- ✓ To be well represented in important industry events.
- ✓ To be on the lookout for new sales and marketing strategies.

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## WHAT YOU COULD ENJOY

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## WHO YOU ARE

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- ✓ You have a Bachelor's degree in administration, commerce or other related fields.
- ✓ You have a minimum of 10 years of experience in a similar position.
- ✓ You have knowledge in the field of metal and machining.
- ✓ Bilingual (French & English).
- ✓ You master Office suite.



*Professionally*



*Personally*

- ✓ You like working in a team and have strong communication skills.
- ✓ You are known for your professionalism and reliability.
- ✓ You are resourceful and autonomous while having a good capacity for analysis and judgment.
- ✓ You work well under pressure and have ease at adapting to change.
- ✓ You strive to be respected, to have the latitude during the execution of your tasks and to collaborate with sincere and open people.

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## YOUR TASKS

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- ✓ Manage business development by yourself or in collaboration with certain partners.
- ✓ Develop new markets for our welding services (TIG, MIG, FSW) and machining of aluminum (CNC, 4 axes, etc.) to an industrial clientele.
- ✓ Set up and follow up on customer submissions.
- ✓ Regularly conduct solicitation calls and customer visits.
- ✓ Organize presentations to potential clients or business partners.
- ✓ Apply the appropriate sales and marketing strategies according to the company objectives.
- ✓ Work-out at the gym, eat on the terrace, participate in several group activities, push us out of our comfort zone. Enjoying your time at work is important to us!



**You think you're the person that we're looking for?  
Send us your CV at [rh@sbb.ca](mailto:rh@sbb.ca).**

\* Only those whose applications are successful will be contacted for an interview.