



Dewatering Business Development Rep/Project Manager

Are you a passionate sales mind or a driven technical professional looking for a more dynamic opportunity? Are you bored with the status quo? We want to hear from you!

What can we guarantee?

- No day will be the same. *Critical thinkers have fun here!*
- Uncapped team-based commission program. *Must play well with others.*
- Flexibility and autonomy. *Map your own day, just be available and always accountable.*
- Opportunity to sell across all service divisions. *You're the pro, so use your instincts to find great opportunities.*
- You'll always have a voice to affect organizational change. *Take ownership and be recognized.*

We are looking for a technically inclined water management sales rep with experience in dewatering processes in the construction industry to join our small but mighty sales team. **Your primary focus will be to serve our construction company partners, ensuring they have the appropriate dewatering solution for their site.**

About Stormtec:

Stormtec is a specialty water management subcontractor that makes the lives of their customers easier by taking on their water management challenges. When we do it right, no one notices us doing our work – not our customers, not the communities we work in, not the fish in the local streams. Except that our customers realize they don't have the ongoing headache of water management. We are a leader in water management solutions for sediment control, contaminated water treatment, dewatering and bypass solutions in the construction industry with offices in B.C. and Alberta.

We have a young, progressive team of 75 staff, led by an ambitious President & CEO who is leading the company through unprecedented but sustainable growth.

THE ROLE

This role is a dual sales and project manager role. Win the job, then effectively project manage it to budget with field operations.

Sales: Build relationships to grow market share with existing and potential customers within assigned market segments with a goal of increasing revenue and gross margin \$'s. Identify leads and opportunities, design and scoping of a solution, following through from the sale and implementation of a project, to the completion and satisfaction of the customer.

Project Management: Effectively project manage each won opportunity through to completion. This includes kicking off the project with the operations team and customer, managing any changes in scope, remaining well informed on the status of the project, stepping in as required to resolve any issues as

well as ensuring collection of payment on all invoices. The PM works as a team with the assigned Field Tech to handle anything that affects the budget for the project.

ROLE RESPONSIBILITIES

- Teamwork: Contribute to the performance of the sales team. The team comes first, ahead of the individual.
- Business Development: Strategize, research, grow & manage sales in assigned market segment(s)
- Quotes & Proposals: Gather and review project information (e.g. drawings, ESC plans, geotechnical reports), design solution, scope, price, negotiate & close.
- Project Management: Project manage all won opportunities through to completion.

SKILLS & RELATED EXPERIENCE:

- **3-5 years of successful technical sales experience within construction, environmental, water/wastewater, oil & gas, mining, or other transferable industry.**
- **Experience in dewatering processes in the construction or related industry.**
- Worked with technical information pertaining to water management systems is required.
- Proven success in developing new business and generating sales leads by managing a territory and selling activities.
- Strong presentation skills - in client/project meetings and seminars.
- Post-secondary education in Business, Economics, Chemistry, Engineering or equivalent.
- Strong verbal and written communication skills.
- Ability to produce accurate and timely quotes, proposals & reports.
- Strong work ethic, attention to detail.
- Excellent time management skills.
- Strong team player

If you are considered for the position, satisfactory results from all background checks (references, criminal record check, driver's abstract, drug test) is required.

If you are interested in joining our dynamic and growing team, please forward your resume and short cover letter to us. Candidates must have Canadian work authorization.