

INTERNAL JOB POSTING

Title: Business Development Manager

Position Purpose and Objectives

The BDM, reporting directly to the Commercial Director will be responsible for providing in-depth technical support and promotes and develops sales of Thordon products, as described.

Duties and Responsibilities

- Accountable to increase sales volume and market share of all Thordon products
- Provide feedback to Commercial Director or designate of business activities as required
- Provide monthly business reports and synopsis of all activity in specific market/s
- Train, support and coach distributor personnel
- Manage in conjunction with the Regional Manager (RM), all projects and support all current accounts
- Develop short term and long term strategic sales plan
- Develop and present quotations and proposals in cooperation with RM's
- Meet with Commercial Director weekly in person or via video link
- Develop and present Thordon product training programs to end users and distributors
- Work as a team with fellow Business Development Managers and Regional Managers, this is a critically important responsibility
- BDM to work closely with application engineering and cooperatively determine right solution for the customer
- Extensive global travel required
- Attend approved major trade shows
- Closely coordinate with RM's and Marketing to schedule targeted sales visits throughout the year
- Provide monthly updates to all RM's and fellow BDM's
- Introduce and promote Thordon new products to distributors and end users
- Identify trends, threats, completion, etc. that may positively or negatively impinge on performance results of the market and report to Commercial Director
- Other tasks as assigned

Requirements

- Ability to speak effectively to customers and/or employees of organization
- Ability to solve practical problems
- Ability to work under pressure and multi-task
- Ability to work independently
- Ability to perform multiple tasks.
- Computer literate – Microsoft Word, Excel, Database application
- Strong organizational skills
- Strong time management skills
- Must be a team player
- Requires good judgment and a professional demeanor

Minimum Qualifications

Minimum 5 years technical sales experience

Strong written and verbal communication skills

Must be able to make presentations in a business setting

Distributor management experience an asset

Marine experience an asset

Knowledge of water lubricated bearing systems would be a definite asset

Must be able to travel as required to accomplish duties. Approx. 50% including frequent overnight and extended hours

Blueprint reading ability a must

Education

Post-secondary technical or commercial degree required

Degree in Mechanical Engineering preferred

This is a full time position offering salary plus benefits. Posting closing date: June 2, 2017

Please submit your resume to Donna Mason