

Position

BUSINESS DEVELOPMENT SPECIALIST

Location

VARIOUS

Nedco Energy Solutions (NES), a department within Rexel Canada, is looking for a talented and experienced project manager, with a proven track record, for its Energy Management & Sustainability group. You will be joining a team that is dedicated and passionate about helping clients in the ESCO, Commercial, Industrial and Education categories to achieve their energy management and sustainability goals. The primary focus of the project manager is to manage various energy related projects for the clients of NES.

QUALIFICATIONS

- A degree in a field such as engineering, technology, or business administration is preferred. LC, LEED certification, building science experience is an asset
- Knowledge and understanding of energy efficiency and renewable energy solutions and their application in various industries.
- Worked in sales or marketing with at least 3 to 5 years of related experience promoting & selling energy management solutions and services to end users and contractors
- Proven record of sales success. Solid understanding of consultative & business value selling. Experience in delivering client-focused solutions based on customer needs.
- A self-starter with excellent relationship-building skills that create trust with customers, manufacturers and support staff resulting in measurable progression of opportunities through the sales pipeline.
- High level of initiative, ability to plan and carry out responsibilities with minimal direction.
- Active listener who is assertive, authentic, open minded and empathic.
- Strong communication, interpersonal, time management and organizational skills
- Ability to communicate verbally and in written form, credibly & effectively present and influence at all levels of the customer's organization including top management.
- Ability to collaborate with customer, manufacturers, and support staff to provide solutions that turn into sales
- Proven ability to work under pressure and within tight deadlines.
- Experience in interpreting construction drawings, take-offs, blueprints, wiring diagrams specifications, architectural sketches, and other related construction documents
- Proficient in MS Office Suite (Excel/Word/PowerPoint/Outlook)

RESPONSIBILITIES

- Professionally represent NES as you promote energy management and renewable technology solutions such as Lighting/lighting controls, EV charging categories, smart metering, power quality, solar and battery storage where appropriate.
- Promote our services offering of energy audits & analysis, rebate and grant management and turnkey construction where appropriate.
- Nurture effective business relationships and communicate full-scope of our solutions and services to meet customer energy management and sustainability requirements.
- Lead and manage the sales process from uncovering & qualifying opportunities, analyzing customer needs through facility audits & discussions, developing & presenting solutions that address the customer's business and financial requirements to effective closing. Serve as the key point of contact during pre-sales phase.
- Request market-level/competitive pricing from suppliers. Generate cost estimates around proposed solutions.
- Lead and present winning proposals and presentations to customers. Perform necessary follow-up for successful closing of the sale.
- Manage customer and company expectations during contract negotiations, including commercial terms, delivery, payment schedule, insurance requirements, etc.
- Understand the competition's go to market and pricing strategies. Develop strategies to combat.
- Develop and maintain an active sales pipeline that will support meeting or achieving your sales quota.
- Maintain regular customer contact in pursuit of additional sales.
- Learn, follow, and use the company's sales process and CRM system (Salesforce) to manage your sales pipeline and maintain complete records of all customer activities
- Post-sale, coordinate the smooth transfer of responsibilities to the project management and operations ensuring complete customer satisfaction.
- Maintain professional and technical knowledge of the various energy management solution and service offerings as well as market developments by attending education workshops & trade shows, reviewing professional publications, establishing personal networks, and participating in professional associations
- Perform other duties as required

APPLY NOW!

Rexel offers competitive compensation packages, as well as opportunities for professional development, growth, and satisfaction. If you want to work in a dynamic team environment, and you can excel when trusted with delivering on responsibility then join our team.