

Business Development Consultant or full-time

Job Location: Calgary, Alberta

Job Description:

- Expand our geophysical business within the engineering, environmental, oil sands, and mining sectors.
- Expand our geophysical business laterally across existing sectors as well as vertically by adding new offerings to our portfolio.
- Expand our geophysical business regionally.
- Identify and pursue new business opportunities in North America and internationally.
- Contributing to driving companies' business-related Key Performance Indicators (KPIs)
Develop and maintain strong relationships with existing and prospective clients to understand their needs and promote our services.
- Collaborate with internal teams to tailor solutions that meet client requirements and address industry challenges.
- Be the leading champion and enthusiast in promoting company's technology and core values
- Generate targeted and impactful marketing materials.
- Prepare and deliver compelling, technically verified, and attractive sales presentations for existing and potential clients, with the support of the technical team.
- Prepare proposals and negotiate contracts with existing and potential clients.
- Represent the company at industry conferences, trade shows, and networking events to enhance visibility and expand the client base.
- Conduct market research and analysis to identify emerging trends, competitive threats, and growth opportunities.
- Foster collaborative projects with international subsidiaries, optimizing complex collaborative logistics with subsidiaries and sister companies.

Requirements:

- Bachelor's degree in Business Administration, Engineering, Geosciences, or a related field.
- Proven track record of success in business development, sales, or account management within the geophysical engineering, environmental, oil sands, or mining industry.
- Strong understanding of geophysical engineering principles, environmental regulations, and mining operations.
- Excellent communication, negotiation, and interpersonal skills.
- Ability to work independently and collaboratively in a very fast-paced, very dynamic environment.
- Willingness to travel domestically and internationally as required.

Benefits:

- Competitive salary and performance-based remuneration.
- Comprehensive commission incentive scheme.
- Comprehensive benefits package, including medical, dental, and retirement plans (for full-time employees only) after 3 months.
- Downtown parking after a proven track record and one year of employment.
- Opportunities for professional development and career advancement.
- Supportive and inclusive work environment fostering innovation and teamwork.

Additional Incentives:

In addition to the baseline salary:

- Tiered commission structure
- Additional incentives for success in securing and developing new business sectors and expanding into new regions
- Additional incentives for success in securing new projects with established clients, to identify and pursue additional projects or upselling opportunities within the established client base

This position offers an exciting opportunity to drive growth, cultivate client relationships, and contribute to the success of our organization.