



—WE ARE HIRING—
Technologies Ecofixe

BUSINESS DEVELOPMENT MANAGER

INDUSTRIAL SECTOR

If you are looking for a company where you can tackle motivating challenges that match your talent and where you can contribute tangibly in making a difference for the environment and in our society, this position is for you! We are currently looking for a Business Development Manager to increase our presence in the industrial sector throughout Canada.

Technologies Ecofixe is a dynamic and growing company in the field of biological wastewater treatment. The company stands out for its approach which focuses on sustainable development and social responsibility. It has been **B Corp certified since 2018 and was recently awarded the Solar Impulse label.**

Technologies Ecofixe is also present internationally with projects in Morocco and Benin. This innovative company also relies on its environmental approach to save energy and reduce greenhouse gas emissions.

Would you like to be part of a company that promotes innovation and sustainable development?
Contact us today!

<https://www.ecofixe.com/en/careers/> or at rh@ecofixe.com

ROLES AND RESPONSIBILITIES :

- Engage prospective clients in the targeted sector (Canadian agri-food processing companies, pulp and paper and landfill sites);
- Contribute to promoting the company and its products;
- Contribute to developing a network of manufacturing representatives;
- Analyze current installations and advise clients on their water treatment needs with the support of the technical team;
- Participate in trade shows, networking events related to your sector and other commercial activities;
- Meet with local stakeholders such as engineering firms;
- Provide activity, project and sales reports;
- Inform your team of each client's specifications so that they can produce estimates that meet their particular needs;
- Maintain long-term business relationships with clients, providing excellent follow-ups and ensuring a high level of satisfaction.

SKILL REQUIREMENTS :

- Minimum of 5 years experience in business development in the industrial and environmental sectors (wastewater treatment is an asset);
- Comfortable with engaging prospective clients (telephone and other);
- Ability to build a good network of contacts in the industrial sector (already having contacts in the agri-food processing sector or pulp and paper or landfill sites is an asset);
- Enjoy taking on challenges in a sector that demonstrates high potential;
- Excellent time and priority management;
- Ability to work independently;
- Experience with long sales cycles (6 months or more);
- Unilingual English or perfectly bilingual, spoken and written, essential;
- Proficiency in Microsoft Office, SharePoint, CRM;
- Available to travel;
- Possess a valid driver's licence and a valid passport.

EMPLOYMENT BENEFITS:

- Competitive base salary according to experience + sales commissions;
- Performance-based bonus;
- Great telecommuting flexibility;
- Mileage and mobile phone allowances;
- Opportunity for growth within the company.

Are you looking for a challenging job, a company offering unique technologies and an opportunity to grow as part of a multidisciplinary team?

Technologies Ecofixe wants you to prosper with us and will give you all the tools you need to succeed.

If you would like to discuss this opportunity or send us your resumé, contact us at rh@ecofixe.com

