



Position Summary:

The Business Development Manager is involved with building positive relationships with clients, closing deals, ensuring repeat business from existing clients, and is accountable for generating the company's revenue and making a positive impact as the sales leader for Forteck. This role is responsible for opening new accounts while understanding the needs of the customer and how to meet those needs, and will be working across British Columbia, Alberta, and Saskatchewan.

Working closely with Project Managers and Forteck's President, the Business Development Manager is responsible for pursuing Forestry projects through professional and technical knowledge of the industry.

About Forteck:

Forteck Enviro Inc, provides a broad scope of Forestry and Environmental services in Western Canada, and we are growing by the day. Our mission is to deliver these with a focus on quality, accuracy, and safety. We are disciplined and intentional in our pursuit to see every team member reach their personal, professional, and financial goals through the work we do together.

Our core values are the backbone of our business and guide our hiring process:

Excellence | Impact | Accountability | Intentional | Alignment | Discipline | Solution based

Performance Objectives:

- Builds and maintains a network of sources from which to identify new sales leads
- Communicates with customers and leads to identify and understand their product or service needs; identifies and suggests products and services to meet those needs
- Demonstrates the functions and utility of products or services to customers based on their needs
- Ensures customer satisfaction through ongoing communication and relationship management; resolves any issues that may arise post-sale
- Maintains communication with existing and previous customers, alerting them of new products, services, and enhancements that may be of interest
- Maintains detailed reports of sales activities including calls, orders, sales, lost business, and any customer or vendor relationship problems
- Provides periodic territory sales forecasts
- Performs other duties as assigned

Key Competencies:

- Proven ability to motivate, inspire, and coach team members
- Success selecting and evaluating team members with a focus on building relationships
- Experience successfully maintaining a positive attitude while working in a team environment with competing priorities
- Ability to maintain confidentiality with individual interactions with team members
- Strong computer skills and highly proficient in MS Office Suite, Windows, Google Suite
- Ability to think critically, in the assessment of materials that will help team understand new concepts and procedures
- Outstanding organization and administrative accountability
- Strong written and verbal communication skills
- Ability to think individually as well as collaboratively when approaching personnel issues
- Ability to read, interpret, and create documents such as safety rules, procedure manuals, and written correspondence
- Proven ability to assist HR Manager with employee relations
- Assist team members in achieving their goals by aligning their goals with store goals

Qualifications and Experience:

- 3+ years of experience working in the Forestry or Environmental sector
- 3+ years of experience in Business Development
- Formal education in Forestry; RPFT, RFT, RPF
- Registered or eligible for registration with ABCFP, AAFMP,
- Valid class 5 driver's license with a clean driver abstract is required. 4X4 vehicle is an asset



- Self-starter with willingness to take the initiative

Physical requirements:

- Ability to spend prolonged periods of time standing, sitting, or walking
- Must be able to lift at least 25lbs
- Physically fit with the willingness to work under adverse weather and terrain is required. This position will require extended walking through rough terrain

What We Offer You:

- Flexible work schedule
- Ability to write your own cheque
- Highly reputable sales training and coaching
- Position is primarily office based, however we are also looking for ability to supervise field projects as well.
- Career advancement opportunities, the ability to build and develop your own sales team within the organization.

Commitment to Diversity

As an equal opportunity employer committed to meeting the needs of a multigenerational and multicultural workforce, Forteck Enviro Inc recognizes that a diverse staff, reflective of our community, is an integral and welcome part of a successful and ethical business. We hire local talent at all levels regardless of race, color, religion, age, national origin, gender, gender identity, sexual orientation, or disability and actively foster inclusion in all forms both within our company and across interactions with clients, candidates, and partners.

If this opportunity interests you, please send your resume to careers@forteck.ca. Please note that due to a high volume of applicants, only those who are qualified will be contacted to continue through our recruitment process. Please help us by sharing this post & tagging friends!

