



AUTOMATION BUSINESS DEVELOPMENT MANAGER JOB DESCRIPTION

Description

In the role as Business Development Manager for our Automation Division, you have a thorough understanding of manufacturing processes and a proven track record selling engineering/integration services to a wide range of industries. You understand the 'solution selling' approach and can demonstrate your effectiveness analyzing customer needs, recommending solutions, closing sales, and maintaining/expanding client relationships.

Reporting to the Director of Integration Services, your primary objective will be to meet or exceed revenue targets, while providing valuable services benefiting our client's profitability, quality and competitiveness in Ontario and across Canada. You will manage sales through prospecting, lead qualification, forecasting, account strategy, and planning. In addition to this, you will work with the engineering team to develop solution based proposals for clientele and participate in the creation, presentation and closure of the complete value proposition.

Position Requirements

- 5-10 years direct work experience in business development/sales
- Possesses a good understanding in the areas of system integration, plant floor automation, custom control panel fabrication and a thorough understanding of RTS capabilities
- Create and maintain detailed sales records/leads and opportunities using CRM software. Previous experience with Netsuite CRM or other CRM software is an asset
- Excellent written and oral English communication skills. Any other spoken or written languages would be considered an asset
- Strong customer service and interpersonal skills
- Ability to easily establish and maintain relationships with new and existing customers/partners
- Strong work ethic and the ability to work flexible hours with travel required on occasion.
- Great listening and analytical skills
- Good business and negotiation skills
- Experience at working both independently and in a team-oriented, collaborative environment
- Strong working knowledge of Microsoft Office software (Word, Excel, PowerPoint, Outlook etc.)
- Must be able to self study to learn and understand new technologies and service offerings offered by RTS
- Must have an appropriate college or graduate degree in Electrical/Electronics or Computer Engineering or relevant technical experience/expertise
- Previous experience in Process Control/Automation Sales would be an asset
- Previous experience in solution selling and delivery would be an asset
- Previous experience in Manufacturing Execution System (MES) consulting would be an asset



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Responsibilities

As an experienced sales executive, your responsibilities will include:

- Develop new clients while maintaining and enhancing business from the existing account base
- Qualifying opportunities, developing and deploying a successful sales strategy, and maintaining client relationships after the sale
- Liaising between clients, partners and suppliers during project development discussions
- Regularly call on clients engineering, maintenance and production personnel as well as senior management to mine for opportunities and planned projects
- Identify the true decision makers and influencers within organizations
- Maintain proximity with clients to communicate clients concerns to operations, engineering and finance and ensure adequate responsiveness
- Gain an intimate understanding of the underlying business issues of our clients
- Brainstorm propositions, value added services and proposals that have a significant positive bottom line impact on clients organization, increasing quality/profit, reducing downtime/labour content/etc
- Gain a deep understanding of our competitors to enable us to differentiate the RTS solution from the competition
- Focus RTS deliverables on value and client return on investment
- Develop optimum strategic sales path
- Work on gaining deeper understanding of competitors as well as customers opportunities and strengths to develop most appropriate strategic direction.
- Study customer's processes, priorities, economic goals and factors, etc.
- Work close with client insiders – help create demand, influence solution
- Become a trusted sales person – receive inside information
- Generate repeat business and follow-up with client testimonials, referrals, etc.