



Business Development Associate

JA Tech Inc. is a provider of construction & field technical services for most equipment & apparatus which form a part of an electrical power system. Services vary in scope from emergency troubleshooting to installation, maintenance & acceptance testing, commissioning, start-up, system studies & analysis, repairs & turn-key type solutions. We are an equal opportunity employer that is committed to strengthening our company through inclusion & diversity.

We are currently looking for a Business Development (BD) Associate to join our team. Reporting to the BD Manager, the successful candidate will be self-driven & professionally represent JA Tech while helping to strengthen & grow the business. There is the opportunity for career progression & advancement.

Duties & Responsibilities

- Increase business growth & sales
- Monitor, evaluate & identify client/industry trends & needs
- Seek out RFP opportunities & generate leads
- Contribute to prequalification packages, the RFP/RFQ process & contractual negotiations
- Post-award follow-up
- Manage relationships with existing clients & vendors
- Establish new, long-lasting relationships
- Increase brand awareness
- Attend tradeshow & networking events
- Become a subject matter expert on our services
- Conduct work in a manner prescribed by JA Tech's Occupational Health, Safety & Environmental Manual

Skills & Qualifications

- 5+ years experience in a senior sales role consistently achieving metrics
- An electrical background is preferred with preference for Electrical Engineering Technologist, Industrial Electrician, or Electrical Engineer
- Diploma or degree in business, marketing or advertising is considered an asset
- Experience interacting with individuals from all backgrounds including on-site personnel, electrical engineers, & executive management
- Strong knowledge of business principles
- Experience working in the mining, utility & industrial sectors
- Knowledge & experience with variable frequency drives & soft starts
- Excellent communication & customer relations skills
- Confidence to effectively & professionally make cold calls & follow up calls
- Fluent in MS office applications
- Comprehensive knowledge of financial evaluation methods
- Must be legally entitled to work in Canada

Compensation Package

- Salary package to be negotiated based on experience
- Health Spending Account & Deferred Profit-Sharing Plan
- Banked Time

How to Apply

Please submit your resume in strict confidence to: careers@jatechpowersystems.com. We thank all applicants; however, only those selected for an interview will be contacted.