

May 04, 2021

Job Posting – Business Development Executive, Vancouver, BC

When people meet you for the first time, there is a natural connection. People are naturally drawn to you, and you know how to give them what they want. You are drawn to building long lasting professional relationships that strive for mutual success.

You have the potential and/or experience to be a talented sales professional and are looking for flexibility, challenging work, and a culture that pushes you to be your best. This is an opportunity to build lasting relationships with firms and individuals in the Greater Vancouver area that design and build our world. This is an incredible opportunity to attend prestigious industry events, shake hands with world renowned designers and uncover new opportunities for our team to pursue.

We're [Aercoustics Engineering Ltd.](#), and this is where you belong.

We're a small team of professionals who are passionate about what we do, and despite our size we aim to make a big impact. We're an award-winning, national leader in consulting engineering services in the field of acoustics, noise and vibration. We work on varied and challenging projects, from noise reduction in transit systems, to world-class performance spaces for the Royal Conservatory, to the research and development of tools that are changing our industry.

This role is part of our growth strategy as we look to expand into Western Canada. We're looking for a talented individual to join us in the evolving role of a sales professional focusing on growing our business in and around Vancouver. We're hoping our search ends with you.

Overview of Opportunity

This is a full-time, permanent position based in Vancouver. We try to accommodate a strong work-life balance at our company and as such hours are flexible within the requirements of the position. We focus more on your outcomes than the minutes you clock. You'll be trusted to manage your time to maximize your impact and to also make yourself available for meetings and other internal events as needed.

Your primary goal will be to execute on sales and marketing initiatives for Aercoustics' as defined by the leadership team. You will report directly to the VP of Business Development.

Your primary task will be to work with Aercoustics' Principals out of the Toronto office to conduct sales activities such as: cold calls, assisting with sales presentations, Client Relationship Management (CRM) data administration, attend proposal team meetings, qualify proposal requests, find leads and opportunities, attend industry events, set up client lunches and lunch & learns, etc. Communication with the engineering and proposal teams is critical as you will be translating client needs and our value proposition internally. You will be responsible for hitting aggressive sales targets for both won and issued proposals.

Aercoustics has many established relationships in the Vancouver area and has successfully delivered many projects across North America, all delivered from our Toronto and Chicago offices. This role offers a sales professional the opportunity to grow a new Vancouver based office for Aercoustics by leveraging our existing connections and developing new relationships in the AEC industry. Your proven sales abilities, strong communication skills and agile learning style are critical to success in this dynamic and fast-paced environment.

Qualifications

The successful candidate will have excellent communication and presentation skills. You should be self-motivated and draw energy from being a "people person". The successful candidate should be able to travel and meet clients and prospects regularly.

"Must-Have" qualifications:

- Smart, Personable and Versatile
- College or University Degree
- Be located in Greater Vancouver Area
- 5-10+ years of industry related sales experience
- Proven sales track record
- Experience working in integrated, cross-disciplinary teams
- Experience finding and generating leads
- Building and fostering long term client relationships
- Builds strong networks
- Direct Experience in the Architecture, Engineering, Construction industry

Why join Aercoustics?

Our team is talented and ambitious. You'll appreciate the shared impetus to consistently do your best work.

We're also a values-driven group, and we hold one another accountable. You'll fit here if you resonate with our values. Here are a few of them, taken from our Charter:

- **Make it fun** – we love the work we do, and the team we work with. We have intentional social events, and unintentional daily laughs. We take our work seriously without taking ourselves too seriously.
- **We're in it together** – when one person is busy, the team steps in to help. When someone messes up, they get help without judgement. We're a supportive team, from the president to the newest co-op.
- **Innovate, Solve, Repeat** – Every client requirement has its own nuance. As such everyone in the firm is tasked with making sure the work they produce, whether it is an engineering design, corporate policy or proposal, is pushing at the cutting edge so it helps solve a client need. In terms of this role it means using new and creative ways to promote our experience, highlight our innovative approach and underline our industry differentiators.

We offer a competitive salary and performance bonuses. Once you're comfortable here, you'll have the opportunity to increase your salary as you exceed your clear targets. We also offer benefits, including life insurance, dental and medical coverage.

How to Apply

If you believe that you would be a good fit for this position and our company please apply by sending a cover letter and your current resume (can include relevant examples of previous work) via email to: PaulaA@aercoustics.com

We value diversity and inclusion and encourage all qualified people to apply.

Make sure to explore our company's website at www.aercoustics.com or our social media accounts on Facebook, LinkedIn, and Twitter (@aercoustics).

We will review applications as they are received, **with priority given to those who provide a cover letter and resume.** No solicitation calls. We look forward to hearing from you. Only those selected for an interview will be contacted.