

May 18, 2021

Job Posting – Business Development Manager, Vancouver, BC

When you look at people, you don't just see people – you see the opportunity to forge new relationships. Connecting with people comes as second nature to you, and you understand how to add value by helping them achieve their goals and need. You get excited at the idea of creating mutually beneficial relationships to support the growth of an organization.

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

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 across Canada, to the research and development of tools that are changing our industry. 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.

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 role of a business development professional focusing on growing our business in and around Vancouver. We're hoping our search ends with you.

Overview of Opportunity

This unique opportunity will appeal to a true people person who is self motivated, entrepreneurial and can work independently but can also collaborate and know when to bring other expertise to the table. We are looking to support the next chapter of growth in our firm and this means expanding our team across Canada. This role of Business Development Manager, Vancouver will be responsible for building and growing our practice in the Greater Vancouver area and Western Canada in general.

Your primary objective will be to execute on the business development initiatives for Aercoustics' as defined by the leadership team. Specifically, you will be responsible for finding and generating leads, meeting new prospective clients, building new relationships, cold calls, assisting with sales presentations, Client Relationship Management (CRM) data administration, attending proposal team

meetings, qualifying proposal requests, attending industry events, setting up client lunches and lunch & learns and other business development and marketing related activities. 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 business development targets for both won and issued proposals.

We see this role as playing a critical role in the growth of our firm. This role offers a business development professional the opportunity to grow a new Vancouver based office for Aercoustics by leveraging our existing relationships and developing new relationships in the AEC industry. While this role is the beginning of our Western Canada expansion, you will be supported by our entire team. You will report directly to the VP of Business Development.

This is a full-time, permanent position based out of the Vancouver Area. We try to accommodate a strong work-life balance at our company and as such, hours are flexible within the requirements of the post. 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.

Qualifications

The successful candidate will have excellent communication and presentation skills, as well as proven business development and relationship building capabilities. You should be self-motivated, and also have an agile learning style 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
- Excellent relationship based Business Development expertise
- Experience finding and generating high quality leads
- Building and fostering long term client relationships
- Builds strong networks
- 3+ direct Business Development or Sales Experience

“Nice to Have” qualifications:

- Direct Experience in the Architecture, Engineering, Construction industry
- Understanding of acoustics
- Background in engineering

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@aecoustics.com

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

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

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.