

Business Development Executive

Aercoustics Engineering Ltd.,
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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 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 are [Aercoustics Engineering Limited](#) 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 for the Royal Conservatory, to the research and development of tools that are changing our industry.

Now we're looking for a talented individual to join us in the evolving role of a sales professional. We're hoping our search ends with you.

Business Development Executive

Your primary goal will be to execute on sales and marketing initiatives for Aercoustics' Chicago office 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' Chicago lead and 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 and 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. Your proven sales abilities, strong communication skills and agile learning style are critical to success in this dynamic and fast-paced environment.

Working @ 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.

The Details

This is a full-time, permanent position based in Chicago. 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 for meetings and other internal events as needed.

We offer a competitive salary, commission 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, life insurance and a healthcare spending account.

Qualifications

Here's our list of "must-haves:"

- Smart, Personal and Versatile
- College or University Degree
- 5+ years of related sales experience
- Proven sales track record
- Experience working in integrated, cross-disciplinary teams

Here are our "nice-to-haves:"

- Direct experience in the Architecture, Engineering consulting industry is an asset.
- Existing relationships in related industries.

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. If we can make this easier through accommodation in the recruitment process, please contact us directly via email at 416-249-3361 or via email at PaulaA@aecoustics.com

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. No solicitation calls. We look forward to hearing from you.