

BUSINESS DEVELOPMENT MANAGER

A little bit about us

We like to say that we find solutions for the everyday stuff. We're problem solvers. We're an engaged team that works together, and for those that work here they say we're also like family.

"ValLEN is a dynamic place to work because of the people, the culture and the customers we service. The company's direction make it an exciting atmosphere to work...grow...and prosper." Director of Marketing

ValLEN is a leading provider of indirect industrial supplies – all those materials that are not part of the products our customers manufacture, and our goal is to make our customers operations run smoothly so they can focus on the core of their business.

Through 24 branches, we operate coast to coast and serve our customers in person, online, or onsite. ValLEN is a member of Sonepar Canada, and is one of Canada's leading industrial distribution companies headquartered in Edmonton, Alberta.

LET'S START WITH A LITTLE BIT ABOUT YOU

- ✓ You deliver exemplary service to internal and external customers
- ✓ You are motivated to think out of the box to provide solutions
- ✓ You are committed to growing sales through developing, coaching and motivating sales and support teams
- ✓ Your values are based on creating an environment where feeling valued, respected and empowered is paramount

THE BUSINESS DEVELOPMENT MANAGER ROLE:

Your role as a Business Development Manager is to identify sales leads, pitch goods or services to new clients and maintain a good working relationship with new contacts.



BUSINESS DEVELOPMENT MANAGER

Vallen is an equal opportunity employer committed to increasing diversity in our workforce. We welcome applications from qualified persons in underrepresented ethnic, racial and cultural groups and from people with disabilities.

We thank all applicants for their interest; however, only short listed candidates will be contacted.

RESPONSIBILITIES:

- Develop growth strategy within Vallen and work with senior and local management to execute
- Growth in new locations, new capabilities, new customers and expansion of existing customers
- Drive customer interaction and assist sales force inside and outside in finding and closing opportunities
- Link with HNA and Vallen Proveedora for growth opportunities
- Work with marketing on trade shows, literature, website as relates to business development
- Work with key vendors and Product Category Managers to identify and capitalize on opportunities
- Work with senior management on expansion of MRO capabilities

REQUIRED QUALIFICATIONS:

- High School Diploma required
- University/College Diploma preferred
- Knowledge of Microsoft Office required
- Knowledge of MRO distribution operating software preferred
- Valid Class 5 Driver's Licence required
- Minimum 5-7 years of related experience, preferable in a Sales/Distribution environment
- Previous Business Development Management experience preferred
- Industry experience preferred





BUSINESS DEVELOPMENT MANAGER

"I feel that my ideas and input are not just heard, but valued, making me feel as though I contribute to the overall success of the company". Branch Manager

To explore and learn more about ValLEN, please visit valLEN.ca/careers.

WHAT'S IT LIKE WORKING AT VALLEN?

There's a spirit of resourcefulness, creativity, and innovation in each of our associates. Upon joining our team, you will become part of a supportive, family oriented culture where you will be led by a president who fully believes in having an open-door policy. Your suggestions will be heard and your hard work will be rewarded.

In exchange for your hard work and determination, you will receive a competitive salary and bonus plan, growth and development opportunities, plus a full set of benefits including:

- Flexible benefits program allowing you to choose from options that best fit you and your dependents
- RRSP matching and health spending account
- Company paid life insurance
- Employee paid disability programs

We offer a supportive and rewarding culture that values its people and their contributions. Our values are based on creating an environment where feeling valued, respected and empowered is paramount.

