

Job Title Senior Business Developer
Location Across Canada
Status Permanent, Full-time
Supervised by President

Duties & Responsibilities:

- Identify and make a personal connection at the C-level with qualified prospects in a form that encourages open dialogue about their facility-related issues; needs; and goals
- Deepen and broaden the level of personal engagement at the C-level with qualified prospects in a form that encourages them to explore alternative models for meeting the facility-related needs; resolve issues; and meet goals
- Assess the closing probability and closing timeframe of each prospect and establish annual business development goals; forecast sales closures; and determine business development and marketing budgets
- Represent the company at selected conferences; tradeshow; events; and in the public forum; advancing the market awareness of the Ameresco value proposition
- Advance positive dialogue with prospects and client through one-on-one meetings; the design and facilitation workshops; consultative activities; financial analysis; business models; and other communication activities as needed to create the market momentum needed to achieve annual territory performance goals
- Lead the contracting and pricing dialogue with new prospects and repeat clients in a way that expedites the contracting process and minimizing cost resistance
- Identify and connect with government; trade groups; public interest groups; and other market sector influence contact as needed to advance the company's interests in the market space
- Contribute toward advancement and refinement of the value proposition; related subject research; and the design and development of marketing messages and marketing collaterals as needed to achieve annual territory performance goals
- Collaborate with the Operations staff in moving individual projects into implementation phase and engaging operations and client resources as needed to measure and celebrate performance and project outcomes
- Contribute toward the development of the organizations overall strategic planning and management reporting processes

Education Required: University/College Degree

Other Education/Certification/Training required: Experience with long sales cycles, Consultative Selling, Demand Creation, Understanding of financial models/structures

Work Experience Requirement: 10+ years

Software: Proficient PC, Internet and software application skills

To learn more about our organization, please visit <http://www.ameresco.ca>

To apply, please send your resume to canadajobs@ameresco.com

We thank you for your interest, but only those applicants selected for an interview will be contacted.

Ameresco Canada is an equal opportunity employer. We encourage all qualified individuals to apply.