



Business Development Specialist - Security

Houle Electric is BC's most trusted name in electrical contracting. Founded in 1944, Houle prides itself on a tradition of service excellence for residential, business, industrial and government sector customers. From 24-hour emergency service to large scale system design and project management, Houle's many award-winning services also include data & network cabling, power quality & infrared technology, building automation/controls, and safety & security.

Currently, we are seeking a Business Development Specialist to join our Security team in Burnaby, BC. The Business Development Specialist will report directly to the Divisional Manager, Security.

The key role of the Business Development Specialist is to generate more business for Houle Electric. This successful candidate will plan and carry out Sales and Business Development activities for Houle Security on assigned accounts and areas. He/she will be responsible for developing trusting relationships with our customers.

Key Functions:

- Work with Division managers and Project Managers to promote all aspects of Houle
- Build on, and maintain the existing customer base
- Develop new contacts through industry connections
- Attend industry related functions
- Work with Marketing at trade shows
- Promote Houle at the highest level possible with Engineering Firms, Architectural firms and Building owners
- Follow up after sales to ensure customer satisfaction and that all the customer's needs were met
- Communicate with our suppliers to maintain a strong partnership and for additional leads
- Distribute leads to appropriate Division managers, and Branch managers

Necessary Capabilities:

- Exceptional people skills and a proven TEAM player
- Proven ability to sell and to achieve sales targets
- Knowledge of principles and practices of sales
- Knowledge of customer service principles
- Knowledge of basic business principles
- Knowledge of the Security industry
- Experience in making presentations
- Ability to Influence others
- Superior verbal and written communication

If you are a bright, ambitious, honest, and straight forward professional, we want to hear from you.

The salary for this position will be commensurate with experience. Houle Electric offers an exciting, enjoyable work environment, competitive benefits package as well as potential for an annual bonus and many company sponsored events.

If this sounds like the position for you, please forward your resume to Human Resources at careers@houle.ca

Please put the job title in your email subject line. For more information on this and other opportunities, please visit our website www.houle.ca