



BUSINESS DEVELOPMENT MANAGER

Location(s): Office based in Edmonton, Alberta

Abalona Construction is an aggressive, privately-owned company with over 30 years specializing in Industrial and Commercial civil construction. We offer construction services in a variety of markets including Oil & Gas, Infrastructure, Roadbuilding, and Land Development. Abalona employs more than 400 staff and craft employees.

We are project and people driven. We hire people who excel at their work, take on new challenges while exploring new ideas. Abalona delivers challenging assignments while providing a supportive work environment. We are always looking for new talent-individuals who can bring innovative solutions and thinking to every project.

We are seeking a **Business Development Manager**. This newly created position is based in our home office in Edmonton. The Business Development Manager is a seasoned leader in the civil construction industry and possesses construction expertise and established relationships within the commercial and industrial sector. The primary purpose of this role is to seek future work in civil construction while strengthening established relationships within our industry.

Position Summary

An integral member of operations, responsible for seeking new business opportunities within the commercial and industrial earthworks construction industry. A highly motivated, seasoned construction professional with 10-15 years of business development experience within the earthworks construction sector. The Business Development Manager is responsible for developing new business opportunities and managing relationships with clients and project teams.

Primary Responsibilities:

- Identify and develop relationships with industry professionals to generate new business opportunities with the highest level possible
- Utilize technical knowledge to strengthen relationships with key stakeholders, and offer client innovative solutions
- Communicate schedules and major upcoming events to senior management and project teams.
- Motivate operational involvement toward successful client meetings, win strategies and capture plan execution.
- Expand Abalona's market share within the construction industry
- Utilize market data, trends and forecast to qualify project leads
- Attend industry events to stay abreast of market conditions, competitions and establish relationships with existing clients and prospects
- Provide ongoing progress updates on new business development activities and other key indicators to the Abalona management team
- Work with Project Managers on Project start up, follow up and closures with General Contractor



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Qualifications Include:

1. Bachelor's Degree (B. Comm., Construction Engineering or related field)
2. 10-15 years Business Development experience in construction with a successful track record of building relationships specifically with general contractors.
3. Excellent track record of negotiating skills, and closing construction sales prospects
4. Broad and in-depth business background with ability to mentor Project Managers in Business Development
5. Proven ability to establish contracts with General Contractors within the construction industry
6. Thorough and efficient reading and comprehension of large sets of construction documents
7. General Construction or specific subcontracting construction knowledge
8. Ability to work in a fast-paced environment assisting multiple team members
9. Proven ability to establish profitable relationships with decision makers
10. Outstanding presentation, communication and relationship building skills
11. Strong computer skills including Microsoft applications, Bluebeam and Primavera
12. Ability to travel within western Canada as required

What we Offer:

At Abalone we pride ourselves in offering a competitive salary and some of the best benefits available. Our benefits package includes extended health care (medical, dental), long term disability, life insurance and Employee Family Assistance Programs.

Safety is vital within any Abalone operation. All employees are expected to be familiar with the company's safety program and follow the safety policy at all times.

To apply please send your resume to:

resumes@abalone.ca

www.abalone.ca