

## **Business Development Manager**

### **Job Description:**

Goodman Steel Ltd is a manufacturing business located in Southeast Saskatchewan that services the potash industry, governing bodies, and local consumers. We provide a variety of services from Detailing, Engineering, Fabrication and Machining to name a few. We are seeking a skilled individual to extend our reach through expert discovery and exploration of new and untapped business opportunities and to acquire and develop new client relationships. The ideal candidate will bring with them experience with sales, as well as skills related to strategic analysis and marketing and must be familiar with the manufacturing industry.

To be successful in this role, you will need to be adept at negotiating business deals and make sound decisions that will benefit the company. You will need to display strong business acumen as well as demonstrate excellent management, communication, time management and analytical skills. Familiarity with the mining and manufacturing industries is a must to succeed in this position.

This position offers a remote working opportunity.

### **Responsibilities:**

- Developing and sustaining solid relationships with current and prospective clients.
- Providing insight into product development and competitive positioning.
- Analyzing customer feedback data to determine whether customers are satisfied with company products and services.
- Conducting market research to identify new business opportunities.
- Identify potential clients in the target market and complete appropriate research on the prospective client's business and needs.
- Collaborate with design and production teams to ensure contracted product specifications are executed on-time and as agreed.
- Become a subject matter expert on our business products, processes, and operations, and remain up to date on industry news.

### **Qualifications and Skills:**

- Excellent verbal and written communication skills.
- Ability to travel as needed.
- Excellent analytical, problem solving and management skills.
- Detail oriented.
- Proven experience working as a Business Development Manager or similar role.
- Bachelor's degree or equivalent work experience in related field.

**To apply send resume to [shelley@goodmansteel.com](mailto:shelley@goodmansteel.com)**