



Business Development and Commercialization Manager

Business Unit:	Business Development and Commercialization
Employment Status:	Permanent
Locations:	Toronto-Sudbury

The Opportunity:

This is a chance to use your extensive business, technology and sector expertise to help build a network for a new company in the North American market. This opportunity opens doors to do business in global markets. You will be reporting to the CEO or the Business Development department of the organization with headquarters in Chile, the ideal Business Development Representative will be responsible to brand positioning Godelius in Canada creating opportunities for the company to get in contact with new clients, boosting sales and keep a strong relationship with clients.

About Us:

Godelius is an organization of engineering companies with global presence and more than 20,000 employees. Godelius has a solid history of achievements, fair business and innovation in in the mining industry.

We're part of Sigdo Koppers Group and currently as part of our expansion process in North America we're looking for a business development representative in Ontario, in particular we're interested in candidates located either in Toronto, Sudbury or Ottawa.

Your Contribution:

- Provide clients with insight, mentoring and coaching.
- Building pipeline of potential clients in North America.
- Be a connector, facilitating the introduction of people and companies to share business, technical knowledge and experience. Connect potential Ontario-based suppliers with customers and vice versa. Leverage your own expanding personal network, Godelius's network, and the mining sector network.
- Fulfill specifically assigned account responsibilities including establishing and executing engagement plans; capturing key personal and project information related to contacts, providing expert advice internally; and tracking metrics and outcomes for internal strategy development and reporting.



- Act as an ambassador of Godelius through clients's network and specific events.
- Work collaboratively across the organization to deliver Godelius's corporate plan, program portfolio and the achievement of metric targets.
- Manage key accounts, initiatives, projects, portfolios and programs, while providing reviews, metrics and outcome assessments.
- Take a leadership role in the planning and execution of identified priorities and the organizing of events and workshops, etc.
- Working in conjunction with Godelius's marketing and communications group to identify and communicate success stories, trends and new developments.
- Maintain knowledge of Godelius's projects and keep abreast of sector and industry news, regional issues, regulatory issues and key contacts.
- Undertake continuous professional development and a willingness to stretch into new areas, sometimes difficult ones, and sometimes at short notice. The goal is to be agile, flexible and always striving to be the best you can be.
- Perform other related duties as assigned.

Your Attributes:

- We are looking for a dynamic person who can help drive positive action in our potential client's organizations by being able to relate to the prospect and understand their needs;
- Bachelor's degree in science, engineering, business, marketing or related field;
- Ability to multitask to manage complex projects;
- Ability to flourish with minimal guidance, proactive and handle uncertainty;
- A self-starter with the ability to plan, organize, schedule and follow through;
- Strong capacity to learn, be coached and communicate both internally with teammates and externally with prospects
- Decision-making, problem resolution and creative thinking skills
- Team oriented with a hunger for growth and professional/ personal development
- Previous experience in sales and customer service is an asset
- Excellent written and verbal communications skills
- Knowledge and contact in the mining industry is an asset
- Able to travel frequently

Job type: Full-time

Proposed Salary: Negotiable base salary + commission accordingly with experience