



Business Development Manager

Ontario

Certarus Ltd (“**Certarus**”), a developing leader in the delivery of natural gas fuel, has an opening for a Business Development Manager to join their team in the Ontario region. Certarus is a leader in providing a fully integrated compressed natural gas (CNG) solution for the North American commercial and industrial markets. Our primary business is the creation of a “Natural Gas Virtual Pipeline” through the compression, transportation and integration of CNG for the energy services, mining, forestry and industrial sectors. Our solutions target diesel and propane fuel displacement projects to lower operating costs and reduce environmental impact.

Summary:

Reporting to the VP of Business Development, the Business Development Manager is a crucial team member of the Certarus team and future growth strategy in the Ontario region. The successful candidate will demonstrate industry leading outside sales management skills and is responsible for maximizing revenue by creating, managing and implementing best in class sales development activities to maximize growth. This role will be a home-based sales position.

Key Responsibilities:

- Achieve volume and margin sales targets for compressed natural gas to commercial and industrial markets
- Develop a strong relationship with key accounts to maintain a high level of service and client loyalty
- Work closely with operations and support functions to facilitate solutions for the customer
- Recommend solutions that best fit customer requirements; present and future needs
- Strong understanding of the art of negotiations and profitability analysis processes
- A motivated self-starter, with superior organizational skills
- Ability to implement and effectively manage sales programs
- Strong ability to manage relationship at all levels
- Willingness to travel with some overnights will be required
- Valid Class 5 driver’s license with clean drivers abstract
- Other duties as assigned

Qualifications:

- Minimum +5 years of experience in a related role
- The ideal candidate will have prior experience in fuel distribution and/or wholesale fuel sales
- Prior experience in temporary power generation sales is an asset
- Prior experience in energy services is an asset
- Demonstrated success in business development and sales
- Candidates with strong industry rolodex with key target accounts is an asset
- Demonstrated ability in identifying and supporting the development and delivery of new products
- Demonstrated success working in a collaborative environment requiring intimate relationship development
- Experience developing and implementing a pricing strategy
- Experience in negotiating contract terms, i.e., T&Cs, NDAs, Master Service Agreements, Supply Agreements, etc.
- The successful candidate will be located locally in Ontario

Certarus offers a competitive compensation package, RRSP and benefit plans. Above all, this exciting opportunity offers the successful candidate unlimited career advancement, with a dynamic, growth oriented, and employee focused organization.