

BUSINESS DEVELOPMENT REPRESENTATIVE

EQUS was founded on the co-operative spirit. Our core values of Quality, Accountability, Community and Knowledge define the attitude our teams bring to work every day, together we connect rural Alberta and enrich the lives of our members.

Job Purpose

EQUS is seeking a full-time Business Development Representative to enhance EQUS' profile, reputation and relationships in rural Alberta through targeted business opportunities and revenue growth.

Duties

- Build, enhance and maintain relationships with counties, municipal districts, and developers in the EQUS Service Area.
- Identify, establish, and execute prospective member-ownership opportunities.
- Work with current and prospective members to identify their needs, including completing cost analysis.
- Develop quotes and proposals for prospective members by using knowledge of EQUS' products, services and history.
- Compose and deliver cohesive and professional responses to RFP and RFQ requests.
- Collaborate with other department within EQUS to align and achieve strategic goals and priorities.
- Ability to create and present detailed business analysis, including outlining potential roadblocks, opportunity and solution by collecting data and conducting market analysis.
- Manage and update the customer relationship management database and provide reporting, as required.
- Complete cold calls as necessary.
- Network and build relationships by attending conferences, meeting and industry events.
- Other duties as required.

Review and Approval of Work

Operations Leader – Integrated Member Services

**DELIVERING
MORE THAN POWER**

Corporate Office
Box 6199, 5120-40 Avenue
Innisfail, AB T4G 1S8

North Area Office
Box 1178, 4804-41 Street
Onoway, AB T0E 1V0

Central Area Office
Box 6199, 5803-42 Street
Innisfail, AB T4G 1S8

South Area Office
Box 1657, 3 Alberta Road
Claresholm, AB T0L 0T0

Job Requirement and Qualifications

- Excellent verbal and written communication skills, including facilitation of presentations
- Proficiency in Microsoft Office applications including Outlook, Word, Excel, PowerPoint and industry-specific software
- Basic understanding of the power distribution industry, with the ability to become a subject matter expert
- Innovation and problem-solving skills
- Ability to self-start, plan and time manage
- Ability to build rapport
- Must be able to travel within Alberta on a frequent basis
- Knowledge of cooperatives would be considered an asset
- Ability to read maps and drive in rural areas

Education and Experience

- Post-secondary education with a background in business or marketing, or related field
- Minimum of five (5) year's experience, preferable in a business development or account executive role
- Must possess a valid Alberta driver's license with a clean driver's abstract

Compensation

EQUS strives to attract and retain highly skilled talent and expertise vital to our organization's success. We offer competitive wages, a comprehensive benefits package, and excellent opportunities for development and growth.

Power up your career by joining the EQUS team!

Submit your application to HR@EQUS.CA



The Employee Recommended Workplace Award recognizes excellence in achieving a healthy, engaged and productive workforce. It is the only award of its kind that is based entirely on feedback from employees.

EQUS would like to thank you in advance for your resume. It will be kept on file for six months from the date it is submitted. EQUS REA LTD. (EQUS) collects only that personal information about job applicants that is needed to determine suitability for employment. The information will be used only for the purpose of evaluating that suitability. EQUS will not distribute your information to anyone else. After six months your application, and any personal information collected about you during the verification process, will be destroyed.