

**Job Position:** Business Development Manager

**Company:** Fugro Data Solutions (Canada) Inc.

**Company Profile:** Fugro Data Solutions is an international company focusing on all aspects of Data Management within the Oil and Gas Industry. The company's solutions span intelligent storage, innovative data and technology products, data management, and in addition, a broad range of consulting services that enable customers to optimize their technical and business decision processes.

**Job Description:** Due to the ongoing expansion of the business, Fugro Data Solutions (Canada) Inc is looking for an experienced, skilled technical sales representative, an individual driven to work in aiding the business development of our solution based organization.

The position is fundamental in actively developing the existing business products, solutions and services and expands the scope and nature of services offered by Fugro Data Solutions. This will involve close Client contact in order to be aware of their present and future needs. The Business Development Manager will work on assisting with the commercial aspects of unsolicited proposals, tenders and contract negotiation to ensure revenue generation and profitability. The Business Development Manager will have a strong understanding of the competition, the market and the needs of the clients.

Reporting to the Director - Sales and Client Services, duties will include:

- Promotion, business development and sales of FDS products and services as outlined by market and assigned targets
- Client liaison and relationship development
- Assisting with tender and proposal technical and commercial construction
- Assisting with gathering and evaluation of market trends in the industry, including prices, new technology and intelligence on the competition
- Maintain knowledge of trends, techniques and technologies through continuous professional development
- Assisting with the introduction and commercialization of new business streams as they are introduced
- Identifying potential new profitable services, products or solutions in the marketplace

**Minimum Requirements:**

- Personable and Professional manner
- 3-5 years experience in a business development or sales role
- Experience within the Oil and Gas industry essential
- Technical knowledge on well data, petro-technical data or other related data
- Experience within Information and Data Management disciplines an asset
- Strong Communications Skills – both written and spoken English
- Motivated self-starter
- A desire to grow and excel in a company that is on the move
- Strong business and financial acumen

**Additional Advantages Experience:**

- University degree or College diploma and formal sales training
- International experience

**What you can expect from Fugro Data Solutions (Canada) Inc:**

- The opportunity to develop a career in a dynamic and growing environment
- A comprehensive benefits package
- Salary to commensurate with experience

If you are looking for a position which is both challenging and rewarding and that will give you the scope to develop within an internationally renowned provider of information and data management solutions to the oil and gas industry, then we look forward to hearing from you.

Please type Business Development Manager in the subject line and forward your resume to [resumes@fugro-data.ca](mailto:resumes@fugro-data.ca) in either PDF or Microsoft Word formats. We thank all applications for their interest in Fugro Data Solutions (Canada) Inc; however only those candidates selected for an interview will be contacted.