

Sales and Business Development Manager

JNE Welding is one of the most diverse custom steel fabricators in Western Canada providing engineer-to-order, custom steel fabrications to the mining, petroleum, gas, heavy oil, energy, and environmental sectors. We are an employer of choice – creating meaningful opportunities for Saskatchewan workers.

JNE Welding is seeking an experienced, results-driven Sales and Business Development Manager to lead our growth strategy and strengthen relationships with new and existing customers. Reporting directly to the CEO, this role is responsible for developing and executing business development initiatives that expand our market presence, build long-term partnerships, and position JNE as the trusted provider of custom fabrication and industrial solutions.

If you thrive on building relationships, identifying opportunities, and creating innovative solutions for customers, we want to hear from you.

Position Responsibilities:

- Ensure all work performed is in accordance with Company safety guidelines, safe work practices and job procedures.
- Build key customer relationships with new and existing customers with the aim of positioning JNE as their “go-to trusted advisor/solution provider” for shop fabrication and related site work.
- Manage multiple points and channels of customer contact (i.e. email, social media, etc.)
- Manage existing client relationships to ensure ongoing satisfaction and retain business
- Cold-call within new and existing market and industry sectors to ensure continual opportunities for business growth
- Develop and deliver professional presentations, and conduct lunch-and-learn events for existing and potential customers, engineering groups, project management companies, etc.
- Conduct research to identify potential new customers / sectors / markets
- Manage prequalification documentation for potential new customers.
- Predict customers’ future needs and devise strategies and action plans to meet those needs
- Work with JNE Leadership Team in order to understand and assist in determining organizational strategy and initiatives
- Assist in establishing business development targets and KPI’s.
- Accountable, overall, for achieving JNE’s business development targets and KPI’s and provide progress reports on a regular and consistent basis.
- Supervise, mentor, and work collaboratively with other JNE personnel on business development.
- Stay up-to-date on JNE’s current capabilities, and capacities in various production/resource areas
- Travel throughout Saskatchewan and occasionally beyond may be required.
- Attend and represent JNE at relevant industry functions, events and tradeshow and provide feedback and information on emerging trends and opportunities.
- Identify opportunities for campaigns, services, and distribution channels that will lead to increased prospects

- Use knowledge of the market and competitors to identify and develop JNE's unique value propositions and differentiators
- Manage JNE's customer relationship management system
- Occasional visits to fabrication facilities and industrial job sites, including walking and climbing stairs or ladders in varying weather conditions.
- Overtime may be required to meet business objectives.

Knowledge Areas and Experience:

- 5 Years of Business development or sales experience within manufacturing, industrial, fabrication, construction, or a related industry.
- High level of professionalism, integrity, accountability, and confidentiality.
- Proven success negotiating and closing new business opportunities.
- Strong understanding of industrial services, fabrication, or mechanical processes.
- Experience with CRM systems and Microsoft Office applications.
- Exceptional relationship-building and networking abilities.
- Outstanding communication, presentation, and business writing skills.
- Strong organizational and project management skills with the ability to manage multiple priorities.
- Excellent analytical and research capabilities.
- Strategic thinking with the ability to identify and capitalize on market opportunities.
- Knowledge of social media and marketing strategies is considered an asset.

JNE Welding is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees. JNE offers competitive compensation, a comprehensive benefit package, onsite fitness facility, professional development opportunities, challenging work, and a commitment to continuous improvement and excellence. JNE places considerable emphasis in our hiring strategy on attitude versus pure aptitude. We continue to build a strong team that has depth in both personal leadership skills as well as industry related training and experience.

For more information about JNE Welding, please visit our website at www.jnewelding.com or our LinkedIn at <https://www.linkedin.com/company/jne-welding/>.

If you are interested in this position, please apply through Indeed. All other methods of external applications will not be accepted.

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