



## EMPLOYMENT OPPORTUNITY

**Position:** Business Development Manager (Construction)

**Job type:** Permanent full-time

**Location:** Central and Southern Ontario

Reporting directly to the Vice President – Construction, ASCO's Business Development Manager provides the leadership necessary to define long term marketing and sales goals, identify business opportunities, build key customer relationships and secure work in growing market segments to fuel the growth of the Company.

The Business Development Manager works closely with senior management, the estimating team and key proposal stakeholders to develop proposals and responses to Request for Proposals (RFP) and Request for Prequalification (RFQ) in accordance with mandatory RFQ/RFQ requirement while ensuring timely delivery.

Some of the other responsibilities of the Business Development Manager include:

- Implementing strategic marketing initiatives including maintaining our presence on social medias
- Searching & securing leads for proposal and bid opportunities
- Reviewing Requests for Proposals (RFP) and Request for Prequalification (RFQ) to determine feasibility and challenges.
- Writing effective marketing content to be used in the Company's RFP, RFQ, marketing/promotional material and website
- Network with existing and potential clients and partners
- Maintain a database of project opportunities
- Develop and maintain proposal content database, ensuring proper tracking and maintenance of proposal materials

Candidates should:

- Possess a minimum of 10 years in corporate sales and business development
- Hold a Business Administration, Sales, Marketing or Communication Degree
- Have excellent knowledge of the local market and an established network of clients and business partners in Greater Toronto Area is required.
- Have excellent understanding of the construction industry and construction management processes is required.
- Have excellent communication skills in English (oral and written)
- Be able to read, understand and interpret request for proposal and request for qualification documents
- Have superior working knowledge of MS Office suite, including Word, Excel, and Outlook
- Possess a valid driving license

## Employment Benefits

- Competitive employee compensation (base salary plus bonus)
- Health, Dental, Vision and Disability benefits program
- Employee Family Assistance Program
- Matching RRSP program
- Performance and merit-based recognition
- On the job training
- Health and Wellness (flexible hours, working from home opportunities)
- Education reimbursement program
- Professional and career development opportunities

To apply or to obtain more details on this position, please submit your resume to:

[hr@ascoconstruction.com](mailto:hr@ascoconstruction.com)

*ASCO is an Inclusive and Equal Opportunity Employer, and employment selection decisions are based on merit, qualifications, and abilities. ASCO does not discriminate in employment opportunities or practices based on race, colour, religion, gender, national origin, age, sexual orientation, gender identity, disability, veteran status, or any other characteristic protected by country, regional or local law.*

*We are committed to providing diversity and accommodation for applicants upon request in accordance with the Accessibility for Ontarians with Disabilities Act (AODA). We wish to thank all applicants for their interest but regret that only those selected for an interview will be contacted.*

## About ASCO

ASCO Construction Ltd is a privately-owned family-oriented construction services and solutions provider serving the Canadian construction and renovation market. In 2018, ASCO celebrated 30 years of successful operations with a solid track record of completed projects in the Industrial, Commercial, Institutional and Heavy Civil market segments. We safely deliver projects valued between \$1mm and \$75mm with primary focus in the healthcare, educational, recreational, and water & wastewater sectors.

At ASCO, our core values drive how we do business and how we interact with our employees, business partners, customers, and the community in which we operate. Our people are passionate about construction and about providing cost effective solutions. We love building things that matters, and we love challenges. We are innovative and creative in our initiatives. We do the job right the first time and exceed expectations while respecting agreed upon timelines.

The strength of our team lies in the combined experience and expertise of our people. We are awesome with each other and accountable to one another. We approach every business relationship as a partnership. Our priority is to safely deliver safe construction projects while creating value for our customers and maintaining long term business relationships with all our partners.

Please visit our website at [www.ascoconstruction.com](http://www.ascoconstruction.com) for more information on our growing company.