



EMPLOYMENT OPPORTUNITY

NBISIING POWER Sales Development Lead

Posting Date: May 20, 2022

Job Type: Full-time

Salary: \$55,000 plus bonus based on individual and company performance

Benefits: Comprehensive benefit plan available

Application Deadline: Friday June 3, 2022 at 4:30pm or until filled

Location: 132 Osprey Miikan in beautiful Nipissing First Nation

Who We Are

We are a newly established and growing Electrical Power Equipment reseller in Nipissing First Nation. Nbisiing Power was created through a limited partnership, majority owned by Nipissing First Nation with Composite Power Group Inc. Nbisiing Power is seeking an experienced sales professional for the newly created role of Sales Development Lead.

What You Bring With You:

Your business knowledge was developed when obtaining your post secondary education or by years of experience. Your ability to build great customer relationships, closing sales will definitely be an asset as will experience in the energy sector, procurement and supply chain, or similar areas.

As a motivated and goal oriented individual, your colleagues and customers will attest to your interpersonal skills and ability to communicate.

As this is a new role, your flexibility and 'can do' attitude will serve you nicely as this role will take you in your car and on the road for work.

What Will You Be Doing:

The Sales Development Lead will cultivate, manage and close on sales opportunities with a focus on supporting Nbisiing Power in meetings its performance targets related to maximizing Indigenous procurement opportunities.

As this is a newly developed role, so flexibility in the responsibilities is a must! That said, some of the key items are noted below;

- Develop, manage, strengthen, and nurture relationships with existing and potential new industry customers and clients including Indigenous communities.
- Provide Customer Service and Inside Sales support to identified customer list.
- Perform duties in a competent and professional manner.
- Work collaboratively with Nipissing Power's Chief Executive Officer (CEO) and Strategic Business Advisor to provide Nipissing Power clients and customers with high value added/ solution-oriented sales services.
- Work collaboratively to have Nipissing Power recognized by clients and customers as their agent contact of choice, technically excellent, responsive and action oriented for their needs.
- Support the CEO in providing timely, detailed, and accurate records of business sales and operations to the Partners inclusive of Nipissing First Nation and Composite Power Group Inc.
- Demonstrate safety and quality consciousness at the workplace.
- Implement company policy and procedures including vision and mission.
- Support strategic and business planning.
- Provide office administrative support as required.
- Available and willing to travel overnight for consecutive days for company business and training.
- Willingness to support after hours emergency service when required.

To learn more about Nipissing First Nation or Composite Power Group, follow the links below.

<https://nfn.ca/>

<https://compow.com/>

If you are excited by this opportunity and want to be a part of this exciting opportunity, please apply online by emailing your cover letter and resume to resumes@nfn.ca noting "Nipissing Power – Sales Development Lead" in the subject line.

Nipissing First Nation members are encouraged to apply, preference to First Nation applicants.

Miigwech to all applicants for their interest; however only those selected for an interview will be contacted.