



E.B. Horsman & Son

The Electrical Distributor of Choice!

About the Team

E.B. Horsman & Son (EBH) has been in business since 1900. We are strong, nimble and growing! EBH is proud to be a successful Western Canadian electrical distributor with 20+ locations throughout BC, Alberta, and Saskatchewan, and we are consistently recognized as one of Canada's Best Managed companies. We take pride in attracting and retaining excellent people with our strong culture, engaging work, growth opportunities and competitive rewards package. Are you ready to join the EBH Team?

What EBH has to offer:

- Full benefits package after passing probation with a competitive starting wage.
- One on one training program where development is an important part of our culture.
- A safe, healthy and fun working environment with onsite and community events.
- At EBH we are proud to offer high team collaboration and permanent full-time employment with profit sharing, Employee Share Ownership Program (ESOP) and your birthday off

We have an exciting career opening that you don't want to miss!

About the role:

We are currently seeking to fill a **Distribution Business Development** position for our Head Office. The Distribution Business Development is responsible for creating and maintaining positive customer relations by identifying Supplier Partner power distribution product opportunities and ensuring that customers receive a positive customer experience in order to drive profitable sales. This position is based in the growing and upcoming business district in Campbell Heights with flexibility to work remotely at our local branches.

Work location:

Head Office - 19295 25th Ave, Surrey B.C

What you will be great at:

- Provide business development and technical support for our Supplier Partner products and solutions
- Develop, implement and pursue long term account strategy that maximizes profits and improves volume market share and price levels
- Provide technical support in project execution, including IQS support and use for project quotations
- Develop and facilitates internal and external training sessions and present client presentations
- Supports and assess Supplier Partner internal bid approval process and provide support , based on technical requirements, as required

Who you are:

- Approachable demeanor and a positive "customer first" attitude
- Ability to read specifications and engineering single line schematics and drawings



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- Self-managed and highly motivated to drive sales growth, with flexible demeanor, yet disciplined approach for process compliance
- Passion for excellence and continuous learning
- Experience giving formal presentation articulating the value proposition of product solution service offerings
- Ability to take initiative to continuously improve skills and knowledge

You bring the following skills/qualifications:

- A diploma or degree in an applicable field (ASct/CET/EIT) is preferred
- 1-3 years of technical sales in Power Distribution products and solutions
- 3+ years of experience in an inside sales role and/or equivalent combination of experience in the technical sales industry
- Demonstrated proficiency with project management (closing and negotiation)
- Experience in Medium Voltage Distribution would be an asset
- Valid Driver's License and drive your own vehicle, as travel will be required

How to Apply: If you believe your skill set matches the above description and are an enthusiastic, innovative, passionate and energetic individual we would like to hear from you. Please email HR@ebhorsman.com and/or log onto www.ebhorsman.com/careers.

We thank all interested applicants. However, we are only able to work with those who live in Canada and have permanent working status. Please note that only those chosen for an interview will be contacted.



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