

THE ORGANIZATION

Founded in 1980 and based in Kamloops, British Columbia, Acres Enterprises (Acres) is a multi-disciplined general, industrial, civil and development company. Acres has provided integrated construction services to many large-scale construction projects across British Columbia.

Acres specializes in taking projects from conception to completion and has remained successful in a dynamic market by adapting their delivery model to suit each client. Acres reputation for professional service has been built upon consistent ability to deliver quality projects safely while managing both costs and schedule to plan.

Acres team of diversified, tech savvy, construction professionals continually challenge the status quo; innovating around traditional challenges to create opportunities, leveraging new technologies to achieve continuous advances in construction practices.

Acres employs up to 150 industry-specific professionals, gold-seal certified superintendents and foreman who ensure quality work and exemplary service is underpinned by professional processes that support meeting project milestones, budgets and client needs.

THE SERVICES

Over the last 40 years, Acres has developed a team of highly trained and experienced professionals that provide project management and construction services in the following sectors:

- Civil Contracting
- Heavy Industrial
- Light Industrial
- General Contracting
- Commercial
- Development

Acres Enterprises structures its business into four core departments: general contracting, industrial contracting, civil contracting and development. This multidisciplinary structure allows for seamless cross utilization of resources through all service sectors. Clients find significant efficiencies in using one company with diverse in-house expertise through all development and construction phases of their projects.



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THE ROLE

Reporting to the Business Development Manager, as a Regional Sales Advisor you will be responsible for uncovering and establishing new leads and client opportunities, both within current clients and markets, and where appropriate, within new markets or new clients, or cross regions and channels. You will work within an assigned sales region to build relationships with new clients to maximize opportunities within your region. Where your focus is on new growth development, the key outcome will be to find strategic construction opportunities, whether within our current markets, regions, or channels, or within new strategically aligned markets.

KEY RESPONSIBILITIES

- Participate in monthly or scheduled meetings of the Business Development team to review Department initiatives, priorities, prospective clients and projects, outstanding bids or budgets/proposals, progress on existing projects, project schedules, corporate growth issues and plans, marketing initiatives, etc.
- Stays abreast of current developments and trends in all relevant technical/professional knowledge areas, i.e. industry development, construction processes, various construction delivery systems, equipment, new products, planning and project management processes, emerging technologies with the objective of ascertaining new productivity or efficiency benefits.
- Build an expert level of knowledge and understanding of various internal and external communication processes and vehicles, understanding the corporate culture, marketing to prospective clients, branding and its value to Acres.
- Meet with potential clients to grow, maintain, and leverage your network, ensuring that you project professionalism and are a positive reflection of the Acres brand and reputation.
- Identify potential clients and the decision makers within the client organization.
- Qualify prospects against Acres' criteria for ideal client and sales.
- Consult with prospect about business challenges and requirements, as well as the range of options and cost benefits of each.
- Participating in home builder events, trade shows, charity events, and other marketing events to represent Acres and promote our products and services, establish and/or maintain relationships with clients.
- Attend internal and external client meetings or events to increase the exposure of Acres and increase client awareness.
- Participate in training and development activities to expand own product and industry knowledge.

QUALIFICATIONS

- Post secondary education in marketing or business-related field
- Highly confident interacting and participating in events with senior leaders in the industry to support business growth
- Proven track record of business development, marketing or sales success

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- Strong organizational, planning, and time management skills, specifically the ability to multi-task and prioritize
- Demonstrate high standard of persona; accountability and integrity

ACRES PERKS

- Highly competitive wages, commission and comprehensive benefits
- STIP (Short Term Incentive Plans) & LTIP (Long Term Incentive Plans)
- Promote a work life balance, including paid Acres family days
- Progressive environment with continuous learning and opportunity for growth
- Acres offers a family culture, but despite our small business feel our employees have big business opportunities

The Acres core values are the rules we live by; the fundamental values are exercised everyday by every employee:

A.C.R.E.S.- Ambitious, Competent, Respectful, Engaged and Supportive

Foundationally, Acres Enterprises believes that we are only as strong as the combined talents and experience of our people; harness this exciting opportunity and become a part of our continued growth story.

To explore this opportunity further, please visit:

<https://acresenterprises.com/careers/>



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