



# CONSTRUCTION DISTRIBUTION & SUPPLY COMPANY INC.

BRANCH SUPPORT CENTRE  
3-300 CONFEDERATION PARKWAY  
CONCORD, ONTARIO, L4K 4T8  
1 (800) 237-5565

---

## Business Development Manager Job Description

Reports To: VP of Sales

Date: November 2019

---

### Summary:

The Business Development Manager (BDM) makes significant contributions to Construction Distribution and Supply Company Inc. business success through developing and building tools to support business development. Leading business development for CDSCO, the BDM develops strategies, programs, plans and tools to support increasing business revenue. Specifically, the BDM will create business intelligence and reporting tools, sales tools, technology, processes and procedures to enhance business reach. The BDM is also responsible for conducting surveys and analyzing data on buying habits in addition to conducting market research which will lead to developing new business networks. Downloads tools and research findings to Sales and Store Managers to enhance business performance. Evaluates customer and retail store operations to identify business development opportunities.

### Job Duties:

- Develop strategies to enhance business development across the restorative commercial construction industry.
- Provides analysis, reviewing monthly and year/year data (and other relevant data) by customer and sales representative, providing recommendations to sales team.
- Provide salespersons with tools, scripts, and other relevant content to guide their interaction with a prospective client.
- Carry out assessments to identify and eliminate efficiency limiting and time-consuming factors.
- Conduct research on appropriate strategies for increasing customer base.
- Prepare and present periodic sales reports to company management to provide information useful in taking key business decisions.
- Develop marketing strategies to build stronger networks for business development.
- Develop and implement solutions effective for improving sales efficiency and performance.
- Conduct forecast to detect emerging market trends with potential sales opportunities.
- Identifies trendsetter ideas by researching industry and related events, publications, and announcements.
- Tracks competitor performance through various means.
- Locates or proposes potential business deals by contacting potential partners.
- Discovers and explores business opportunities.
- Screens potential business deals by analyzing market strategies, deal requirements, and financials.

### Requirements:

- Bachelor's degree in business administration, finance, marketing, or in a related discipline.
- Minimum of 5 years of experience serving the Commercial Construction and building Restoration industry from a manufacturing and/or distribution standpoint.



## CONSTRUCTION DISTRIBUTION & SUPPLY COMPANY INC.

BRANCH SUPPORT CENTRE  
3-300 CONFEDERATION PARKWAY  
CONCORD, ONTARIO, L4K 4T8  
1 (800) 237-5565

---

- Minimum of 5 years of business development experience in the construction industry.
- Ability to manage large complex projects from end to end.
- Demonstrated expertise and proficiency in research and analytics.
- Excellent program solving skills - belief that anything is possible.
- Analytical skills in order to conduct research and analysis.
- Demonstrated leadership and cross-functional collaboration skills.
- Encourages and demonstrates a strong focus on delivering for the customer.
- Demonstrated ability to shift focus as required.
- Works well under pressure and meets set deadlines.
- Good organizational, time management and prioritizing skills.
- Ability to interpret and implement company policies and procedures.
- Fluent in English - written and verbal.

### **Compensation and Benefits:**

- Benefits after 3 months service.
- Salary range \$55,000 to \$65,000 per annum.

### **Working Conditions:**

- Overtime as required.
- Based out of Branch Support Centre Unit 3 - 300 Confederation Parkway, Concord, Ontario

### **For More Information Contact:**

Wendy E. Swinden  
HR Director  
CDSCO  
(905) 925 2484