



# Genalta Power

## **Title: Business Development Account Manager**

Genalta Power Inc. is a Canadian based, clean power generation company leading the way in waste energy to power applications. As a client oriented solutions provider, we are able to capture energy from sources such as waste heat, pressure and gas and create cost-effective and environmentally responsible electricity. Genalta is developing projects in strategic regions of North America with an emphasis on the Oil, Gas and Chemical Industries.

### **WHY GENALTA?**

- ✓ Create your own career path
- ✓ We are growing you can grow with us
- ✓ Be rewarded through the company's performance bonus

The **Business Development Account Manager** will report directly to the **VP of Business Development**. This is a senior role within our Business Development Department and offers an exciting opportunity with exceptional room for growth.

### **The ideal candidate will have the ability to:**

- ✓ Recognize opportunity and assist the VP of Business Development in the execution of business development programs.
- ✓ Leverage existing contacts to attract new business and strengthen our brand.
- ✓ Draft proposals and contribute to marketing materials.
- ✓ Implement lead generation programs and systems.

### **The ideal candidate will satisfy the following:**

- ✓ Proven experience in negotiating and closing complex long term contracts within the Oil/Gas/Chemical sector.
- ✓ Ability to gain access and schedule meetings with decision makers/influencers.
- ✓ Sales and Marketing Experience with an Operations orientation (Oil and Gas or Chemical/Process based experience).



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- ✓ A strategic thinker with an eagerness for executing extensive growth.
- ✓ Ability to assess a prospective client's current state of affairs, including its financial drivers, market positioning, operating model, current opportunities and decision making process.
- ✓ Ability to formulate a strategy to improve an asset's performance and Genalta's value proposition to a specific opportunity.
- ✓ An understanding of the power industry, financial concepts and contractual structure relative to the Oil & Gas and Power Industry.
- ✓ The flexibility to travel.
- ✓ Minimum 5-10 years' experience.

The above position offers an excellent opportunity in a growing company to individuals that are results driven, have the ability to align their activity to achieve desired results and excel at meeting their commitments.

Preference will be given to candidates with engineering or business degree or other related professional designation, experience selling long term contracts and/or Oil and Gas industry experience. Currently the position is located in Calgary AB. Genalta offers a compensation plan that includes salary and performance bonus.

The posting will remain open until a suitable candidate is located. Please indicate in your response the following:

- ✓ Your educational background
- ✓ Professional designations currently held
- ✓ Experience specific to the required qualifications

We thank all interested candidates for applying; however Genalta will only be contacting those individuals we wish to interview. Please indicate in your response the position title for which you are applying. Please respond by email only to: [hr@genaltapower.com](mailto:hr@genaltapower.com).

**No Phone Calls Please.**