



E.B. Horsman & Son

The Electrical Distributor of Choice!

Process Instrumentation Business Developer, Lower Mainland, BC

About Our 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 living our core values and carrying our mission statement of "Providing the Best People, Best Solutions, and the Best Service in the Electrical Industry."

Why Join the EBH Team?

The People & Culture. You will be a part of a collaborative team with people you can be proud to work with.

The Perks. We offer a full benefits package with a competitive compensation plan with profit sharing, Employee Share Ownership Program (ESOP), and your birthday off.

Continuous Development. You will have access to our EBH University for personal & professional development. Training & Development is an essential part of our culture. Increasing our knowledge not only builds confidence but empowers growth through learning.

About the role:

We are recruiting for a **Process Instrumentation Business Developer** position for our specific region in B.C. The Process Instrumentation (PI) Business Developer is responsible for promoting all E.B. Horsman Process, Automation and Control (PAC) products and services (with a focus on PI) to new and existing customers. They will be responsible for calling on end users, OEMs, system integrators, consulting engineers, and our own branch network to provide technical presales/postsales assistance as required and to ensure that our PI portfolio is well represented. This role will be reporting to the Process Instrumentation Manager.

Work location:

This role will have the ability to work remotely or out of the EBH Branch locations.

What you will be great at:

- **Collaboration.** You will be working closely with Manager's and Suppliers to develop a sales plan for strategically targeting new and existing customers.



Platinum member

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- **Customer Service.** Creates and maintains a positive relationship with customers and ensures they have a good experience with EBH. Plans and executes regular sales calls (in-person or virtual) to key customers to identify needs or opportunities. Prioritizes and responds to customer inquiries including after-sales technical support as required or facilitates communication between customers and suppliers. Maintains the most up-to-date product knowledge to make product suggestions to customers. Asks questions about customer processes, problems, or any other technical or project details necessary to identify appropriate customer solutions.
- **Internal Relations.** Collaborates and assists branch staff and Account Managers with details on product specifications, pricing, and other needs in order for them to best assist customers. Ensures new products and pricing are communicated, understood, and properly executed. Closely works with the Technical Inside to obtain pricing and datasheets for customer needs for joint sales call.
- **Strategic Planning.** Participates in strategic planning as required. Creates and implements programs for market focus/strategy that affect the efficiency and effectiveness of attaining the team's strategic goals. Reviews assesses and reports on strategic objectives and their performance related to group and corporate expectations.
- **Training.** Develops training materials and presentations for customers and branch sales representatives. Facilitates internal and external training sessions (in-person or virtual) such as lunch and learns. Coordinates Process Instrumentation supplier training for the branch sales representatives.

Who you are:

- Approachable demeanor and a positive "customer first" attitude
- 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



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You bring the following skills/qualifications:

- A diploma or degree in an applicable field
- 2+ years of technical experience in Process Instrumentation industry
- 3+ years of experience in a technical sales role
- Experience giving formal presentations and product pitches
- Intermediate computer skills with proficiency in MS 365, Office and comfortable with digital and technological tools, ie. Cloud-based, virtual platforms, ie. Teams, CRM, social media marketing
- Strong verbal and written communication skills, including facilitation skills of group presentation, in person or virtual
- Proven ability to form strategic partnerships, build relationships and respect cultural diversity; ability to be inclusive, collaborative, and respectful
- Reliable transportation is required and the ability to travel to customer location within B.C.

Our Core Values: Celebrating the Past, Empowering the Future

Teamwork & Collaboration | Integrity | Commitment | Reliability | Initiative | Continuous Improvement

Take Your Next Step With EBH

If you believe your skillset matches the above description and are an enthusiastic, innovative, passionate and energetic individual we would like to hear from you. Please visit our website to apply for this posting www.ebhorsman.com/careers or click "Apply" on this posting.

Our Commitment to Inclusion & Diversity

E.B Horsman & Son is a proud equal opportunities employer and we are committed to creating a respectful, inclusive and barrier-free workplace that allows all of our people to reach their full potential. A diverse workforce is a key to our success and we believe in bringing your whole self to work. We welcome all qualified candidates to apply and hope you will choose E.B. Horsman & Son as your employer of choice.



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