



BUSINESS DEVELOPMENT AND TECHNICAL SPECIALIST

Position Summary

Reporting to the Senior Technical Specialist, the Business Development and Technical Specialist is responsible for providing high-quality technical support to customers of BioForest in Saskatchewan, Alberta, and British Columbia. As the first point of contact for existing customers and new sales leads, the Business Development and Technical Specialist is responsible for the growth of BioForest's customer base.

Duties and Responsibilities

- Provide technical support to customers within the territory, including topics related to injection technology, insecticides, fungicides, other products as well as key pests and pathogens as they relate to management of the urban or commercial forest
- Develop and nurture relationships with current customers in an effort to retain and potentially increase sales within that group
- Develop and nurture the relationship with prospective BioForest customers, including potential service providers and end users such as municipalities, and work to convert these leads into new customers
- Develop new business for BioForest by attending trade shows, conferences, in-field demonstrations, following up on inquiries and other similar duties
- Organize workshops in the territory to showcase BioForest's pest management expertise and provide education on current urban and commercial forest health issues and innovations
- Perform presentations, demonstrations and conduct sales meetings with potential customers
- Assist in the development of training materials and deliver training to customers as required
- Assist in the development of marketing materials in coordination with the marketing manager, and review various marketing materials from time to time to ensure technical accuracy
- Develop technical documents to support customers
- Develop and improve processes and procedures related to technical support
- Develop and maintain advanced knowledge in pest management, both urban and commercial
- Monitor competitive technologies and develop recommendations for an appropriate response
- Provide feedback to R&D as well as the production manager on potential improvements or new opportunities (e.g. new products, new pests, new pathogens)
- Provide timely sales projections and other market related data to management as required
- Maintain high quality electronic and paper records
- Adhere to BioForest's customer service standards
- Adhere to Health and Safety Policy at all times

Qualifications

- Minimum five years' experience in forestry, arboriculture or related field
- College diploma or university degree in a related field or equivalent
- Professional designation in arboriculture (ISA) or forestry (R.P.F) is highly preferred
- Strong organizational and interpersonal skills
- Knowledge of forest entomology and pathology
- Demonstrated ability to develop and perform presentations
- Experience in business development or sales is preferred
- Experience in technical support would be an asset
- Proficiency in Microsoft Office
- Possess a valid driver's license and provide a driver's abstract upon request
- Must have a valid passport and the ability to travel to the United States
- Pesticide Applicators Licence would be an asset
- Ability to work effectively with minimal supervision
- Willing to relocate if necessary

Location

To be determined in consultation with the successful applicant.

Salary

Commensurate with experience. BioForest offers competitive salaries, group medical benefits, registered pension program and paid vacation.

Established in 1996, **BioForest** specializes in innovative product development and consulting strategies for urban and commercial forest protection. In 2015, BioForest became a subsidiary of Lallemand Plant Care to oversee and develop its Forestry division. BioForest is a Canadian company based in Sault Ste. Marie, Ontario, Canada with a presence in Southern Ontario; Quebec; Michigan; Missouri; Massachusetts; and Finland. BioForest offers products for the management of various tree pests and diseases, including TreeAzin[®] Systemic Insecticide, the leading insecticide for the control of emerald ash borer and European elm scale in Canada.

Interested candidates may submit a cover letter and resume by email to admin@bioforest.ca no later than midnight on October 20th, 2017.