Position/Title - Business Development Manager
Company: ARDA Power Inc.
Address: 1155 North Service Road West, Unit 1, Oakville, ON, L6M 3E3, Canada
Email for resumes: hr@ardapower.com
Position Type - Full Time (40 hours/week)
Number of openings - 1
Availability – As soon as possible
Salary – based on $133,000 CAD per year
NOC – 0412

Essential Duties and Responsibilities:

• Plan, develop and organize the policies for the development of new export markets in Russia, Eastern Europe and Central Asia;
• Plan development projects and co-ordinate activities with representatives of a wide variety of industrial and commercial enterprises, community and business associations and government agencies;
• Initiate and participate in business meetings with prospective clients and business partners;
• Promote the company’s products/services in Canada and Abroad, identifying potential business opportunities while assessing clients’ requirements and objectives;
• Assess business opportunities and develop strategies to attract foreign funding sources and venture capital;
• Respond to inquiries from members of the business community and general public concerning development opportunities;
• Build long-term relationships with new and existing customers and business partners;
• Develop action plans, provide industry and local expertise in response to client needs, and support and advise ARDA’s project teams and stakeholders;
• Direct and advise staff in the development and implementation of service quality assessment strategies;
• Develop and present proposals to prospective clients and business partners;
• Negotiate business terms and contract with clients and business partners;
• Represent the company in dealings with Canadian and foreign government agencies in matters related to ARDA’s export market development;
• Hire, train, motivate and supervise staff;
• Must be able to travel for business trips to Russia, Eastern Europe and Central Asia as required (not barred or restricted from traveling to these regions)

Qualification:

• Bachelor’s or advanced degrees preferred in Economics, Business Administration or Engineering;
• 3 to 5 years of relevant experience in a similar leadership role;
• Must be familiar with the company products and their commercial and industrial applications;
• Must have experience developing a relationship with foreign markets
• Must understand the energy market and products related to electrical power generation, distribution, and commercial usage.
• Direct experience with distributed energy resources (e.g. solar, CHP, microgrids) is preferred
• Preferred experience of developing projects with distributed energy resources, including but not limited to solar power plants generating energy from solar panels, natural gas or diesel generators producing energy, as well as combined heat and power (CHP) plants producing energy and heat
• Preferred experience with development of projects with microgrid (islanding) capabilities allowing commercial customers to continue operation even if the electrical utility grid is de-energized.