



## **Business Development Manager** (in Calgary, AB, Canada)

### **Why you should work at BUTTING**

Are you ready to join a dynamic and growing stainless steel distribution company that prides itself on delivering high-quality steel solutions to diverse industries across North America? Fantastic, because we are looking for you!

We are seeking a driven and experienced **Business Development Manager** to expand our market presence, strengthen customer relationships, and contribute to our ongoing success.

Within the BUTTING Group, our BUTTING Canada Team is the connecting link to the North American market. BUTTING Canada's obligation is to be a professional partner to its customers for a number of industries by providing profound manufacturing expertise and the BUTTING know-how.

BUTTING Canada supplies our North American customers with welded pipes, machined and fabricated components, pressure vessels and storage tanks manufactured in our plants in Germany and China.

Join BUTTING Canada as a Business Development Manager and you will be part of an international, customer-centric team that is working in a modern office setting with flexible work hours. At BUTTING, we value our employees and we will support your growth and well-being with many extras and benefits.

### **In this role, you will**

- Monitor Canadian market, collect useful and up-to-date market information and share it with the Sales team
- Develop and foster existing and prospective customer relationships in Canada
- Identify and pursue new business opportunities within the Canadian market including emerging industries and untapped regions
- Develop and execute a strategic business plan as well as a matching sales strategy to achieve growth targets
- Hold engaging presentations during (prospective) customer visits
- Walk and participate in trade shows, exhibitions and other industry events across Canada
- Collaborate with inside Sales team and Management and serve as liaison between existing and prospective customers and BUTTING
- Gain and maintain an in-depth understanding of products, and market trends in the stainless-steel world





## What we're looking for

- Strong knowledge of the Canadian market and stainless-steel products including industries such as oil, gas and petrochemical industry, pulp and paper industry, water and wastewater technology
- Proven track record in business development, sales or engineering within a technical field or steel distribution, manufacturing, or related industry
- Ability to analyze market trends and adapt strategies accordingly
- Exceptional interpersonal and negotiation skills with a customer-focused mindset
- Willingness to travel within Canada and worldwide
- Excellent communication and networking skills
- Fluent in English, German and/or Mandarin is considered an asset

## What you can expect

- Extended medical, dental and vision coverage
- AD&D, life and travel insurance
- Paid sick days
- Opportunities for professional growth and career development
- Additional paid vacation days
- Flexible schedule
- On-Site parking
- Performance bonus based on Management's discretion

## What's next: Join BUTTING Canada

If you think you have the qualifications and skills to succeed in this role, don't hesitate and submit a cover letter and resume to [recruiting.buttingcanada@butting.de](mailto:recruiting.buttingcanada@butting.de). We're looking forward to hearing from you!

We wish to express our appreciation to all applicants for their interest and advise that only candidates selected for an interview will be contacted. Any personal information submitted will be managed with the strictest of confidentiality.

**Butting Canada Ltd.**  
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