



ALEXIS NAKOTA
SIOUX NATION

301, 1259-91 Street SW, Edmonton, Alberta T6X 1E9 | T: 1.587.880.2937 | info@backwoodsenergy.ca | www.backwoodsenergy.ca

Wage: \$90,000 & 3% Sales Commission

WHY WORK AT BACKWOODS?

Backwoods Energy Services is a leading supplier of access and matting solutions, civil and forestry services, pipeline maintenance and security services in Western Canada. We have been able to attract best-in-class management, staff, and operators from across the industry, allowing us to successfully complete some of the largest midstream and utility projects in Alberta. Moreover, we have become the largest employer of Alexis band members, the largest independent source of income in the community.

Each day, our team strives to live our mission of Driving economic opportunity by empowering Indigenous people and communities. The work we do at Backwoods is meaningful, as it helps build and grow the Alexis community. Experiencing the impact that our work has for building a sustainable future for Alexis is something we are passionate about.

Backwoods Energy Services is 100% owned by the Alexis Nakota Sioux Nation and one of the largest Indigenous owned companies in Canada.

OUR EMPLOYEES CAN COUNT ON US FOR:

- **Reliable Work hours**
- **Competitive Wages**
- **A competitive Health Benefit Package**
- **Company vehicle and gas card**
- **Flexible Shifts to suit a work life balance**
- **Training Opportunities**
- **Career Growth Opportunities**

CERTIFIED
Aboriginal Business



Driving economic opportunity by empowering Indigenous people and communities.

- **Recognition Programs**
- **Making impacts within Indigenous Communities and People**

THE ROLE:

Reporting to the Sr. VP, Business Development and Partnerships, the Sales Representative for Backwoods Energy Services is responsible for driving all sales functions and operations while developing marketing programs to increase revenue and profits. This individual will use their experience in sales to achieve quarterly/annual sales goals, build strategic business relationships, formulate innovative business development strategies, and provide vision for all sales strategies and their execution.

WHAT YOU'LL BE DOING:

- **Develop and perform all sales activities and the management of the sales process for the Civil and Mechanical division**
- **Collaborate with the leadership team to develop short- and long-term strategic plans to increase company revenue and market share**
- **Provide input into senior management that includes growth, competitive analysis, market trends, and business environment for strategic planning processes.**
- **Perform prospecting activities through cold calling, site visits, business and industry events, etc.; follow up on inquiries, trace calls, and tentative contracts approaching cut-off dates.**
- **Create marketing and promotional materials to promote revenue goals.**
- **Prospect and qualify new sales leads**
- **Maintain a well-developed pipeline of prospects**

- Utilize sales tools and CRM system to accurately identify, report, forecast and communicate sales data to drive profitability. Prepare an analysis of sales and marketing data on a regular basis for the Management team.
- Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans as agreed upon with senior management
- Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, and marketing techniques
- Coordinate with other team members and departments to optimize the sales effort
- Establish, develop and maintain positive business and customer relationships
- Reach out to customer leads through cold calling
- Expedite the resolution of customer problems and complaints to maximize satisfaction
- Achieve agreed upon sales targets and outcomes with schedule
- Write and submitting proposals and quotes for prospective clients
- Additional and alternative duties that may be changed from time-to-time by the Employer.

WHAT WE'RE LOOKING FOR:

- Diploma or degree in a related business discipline is preferred.
- 3 – 5 years of sales experience in the construction or related industry
- Highly motivated and target driven with a proven track record in sales
- Experience in building and executing effective marketing campaigns

- Experience in building an effective sales reporting and tracking process
- Experience with CRM development and maintenance
- Excellent organizational, strategic, planning and implementing skills
- Ability to process vague, abstract verbal and written instructions to create marketing plans for services.
- Proven work experience as a sales representative or sales management for 5+ years
- Able to create realistic schedules and meet deadlines under stress and interruptions.
- Experienced in cold calling
- Excellent selling, communication, and negotiation skills

HOW YOU'LL SUCCEED:

- New Leads/ Opportunities
- Client Acquisition Rates
- Sales Volume by Location
- Competitor Pricing
- Existing Client Engagement

The above statements are intended to describe the general nature and level of work being performed by the incumbent(s) of this job. They are not intended to be an exhaustive list of all responsibilities and activities required of the position.

Job Types: Full-time, Permanent

Salary: \$90,000.00 per year

Benefits:

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Driving economic opportunity by empowering Indigenous people and communities.

- **Company car**
- **Company events**
- **Dental care**
- **Extended health care**
- **Work from home**

Schedule:

- **8 hour shift**
- **Monday to Friday**

Supplemental pay types:

- **Commission pay**

Application question(s):

- **Our mission is to drive economic opportunity by empowering Indigenous people and communities. Do you identify as part of one of the following Indigenous groups: Alexis Nakota Sioux Nation, another First Nation, Métis, or Inuit? If so, which?**

This is not a mandatory question and if you prefer to not disclose this information, you may leave this field blank.

Education:

- **Secondary School (preferred)**

Experience:

- **Cold calling: 1 year (required)**
- **CRM development and maintenance: 1 year (preferred)**



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- sales: 3 years (required)
- Oil and Gas: 1 year (preferred)

Licence/Certification:

- Class 5 Driver's License (required)

Work Location: On the road

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