

Business Development Manager

Bouygues Energies and Services – Vaughan, ON

Job Description

Description

At Bouygues Energies and Services we aim to foster work environments that are results-orientated, collaborative and stimulating. This position will generate and secure profitable new business opportunities in the Facility Management (FM) sector in line with company targets and priorities. The role, whilst predominantly focused on eastern Canada may include activities on a national basis and may involve travel periodically.

Reporting to the Business Development Manager (Canada), you will also work with the Managing Director to develop a strong pipeline of FM opportunities in eastern Canada, with a primary focus on the GTA.

Key responsibilities include:

- Secure new business in line with annual targets set by the business
- Identify, plan and engage in networking activities
- Research prospective accounts in targeted markets and pursue leads
- Maintain relationships with current clients and identify new prospects within eastern Canada
- Work collaboratively with identified team members within Plan Group to secure new business for FM and Services activities
- Coordinate and Prepare bid response documents including planning, preparing and tailoring the Company responses to them
- Prepare bid pre-qualification (RFQ) responses and other formal submissions.
- Prepare detailed pricing submissions for the provision of Hard FM and Soft FM services for inclusion in bid responses including preparation of;
 - asset lists from drawing reviews and site surveys
 - labour loading hard and soft FM requirements
 - obtaining sub-contractor and supplier pricing
 - project P&L budget
- Build market benchmarks for pricing of FM services
- Maintain a current knowledge of the FM market including up to date knowledge of competitor and client developments

The Candidate

You have proven bid management experience in the FM industry, or a closely related sector. You are engaging and an excellent communicator with technical expertise of one or more FM service streams with a focus on technical maintenance. You are comfortable taking the lead on a diverse range of pursuits and have a demonstrable record securing profitable FM contracts within the public and or/private sectors. In addition, you have a proven ability and experience pricing and estimating technical maintenance contracts. You have excellent presentation skills and can build trust and dependability with clients and prospects alike.

We are looking for an entrepreneurial team player that can secure new business from the start (opportunity identification) to finish (signed contract). You are a goal oriented and results-driven individual who can meet deadlines and understands a clients' expectations. You have a creative



mind-set with the ability to investigate new ideas, assess their practical application and pursue those with merit. You are able to assimilate unstructured information and produce clear, well-structured and concise written summaries and reports. It is essential that you have a strong knowledge of the FM/Property market in eastern Canada and have previous experience in the industry.

The Company

Bouygues Energies & Services is a leading provider of Facility Management services to a range of clients across Canada and, through our parent company, globally. With a global turnover in excess of \$5bn we have the platform to secure our growth objectives. Our Canadian projects include the government, aviation industry, and healthcare and entertainment sectors with contract duration ranging from short term to 28 year. With our sister company Plan Group have significant reach into all asset classes. Our offices include Vancouver, Winnipeg, Montreal, Ottawa and Toronto.

We work partnership with our clients, providing tailored [facility management](#) and [energy services](#) across the built environment. Whether creating modern and imaginative workspaces, enhancing carbon and green performance, or delivering high quality facility services, we will bring our imagination, energy and technologies to deliver a unique client experience that creates tangible value and benefit to our clients and partners

The Package

You will enjoy a dynamic and growth oriented culture with a strong focus on personal and professional development for all our employees. This will be combined with a competitive compensation package. We offer an excellent benefit program and a matching RRSP program, and many other employee perks. If we have just described you and your background then we want to meet you! Please apply today at careers@bouygues-es.ca