



Position: Business Development Manager
Type: Regular-Full time
Location: Western Canada, Calgary/Alberta preferred
Reporting to: Vice President of Business Development

Company Overview:

We deliver products and services that help power the energy needs of tomorrow.

CR Wall & Co. Inc. is a leading distributor of products and solutions for the Canadian Gas Energy Industry. Our commitment to excellence and innovation drives us to provide top-tier products, solutions, and services to our customers nationwide. We are dedicated to helping our customers safely, reliably, and efficiently operate their systems while supporting our industry's ambitious environmental goals. At CR Wall & Co. Inc., we know that having the right culture and team is essential to accomplishing our goals.

Role Overview:

We are seeking a dynamic and experienced Business Development Manager to join our team. This individual will play a pivotal role in expanding our market presence in the Natural Gas Downstream sector while exploring growth opportunities in Gas Energy (H2, Biogas/Biomethane) and Gas Midstream markets.

Key Responsibilities:

- **Market Analysis:** Conduct thorough market research to identify new business opportunities, understand competitors and stay ahead of industry trends in the natural gas and energy sectors.
- **Sales Strategy:** Develop and implement strategic sales plans to achieve company targets and expand our share of customer and customer base in the primary and secondary markets.
- **Client Engagement:** Build and maintain strong relationships with key clients, understanding their needs, and providing tailored solutions that meet their requirements.
- **Product Focus:** Drive awareness and sales for our core product categories, including metering, analyzers & sampling, P&T transmitters, RTU's & telemetry, and engineered solutions.
- **Subject Matter Expert (SME):** Operate as SME for relevant product portfolio
- **Collaboration:** Work closely with the engineering and product development teams to ensure customer feedback is integrated into solution design, product enhancements and new developments.
- **Reporting:** Prepare and present regular sales reports, forecasts, and market analyses to the senior management team and capture in CRM.



Qualifications:

- **Experience:** Minimum of 5 years of experience in business development, sales, engineering, or a related role within the natural gas or energy sectors.
- **Industry Knowledge:** Deep understanding of the natural gas downstream market, with a strong grasp of gas energy (H₂, Biogas/Biomethane) and gas midstream dynamics.
- **Skills:** Proven ability to develop and execute successful sales strategies, with excellent negotiation, communication, and interpersonal skills.
- **Education:** B. Eng/ P. Eng or Diploma in a technical field is ideal. Other combination of experience and education may be considered.
- **Travel:** Willingness to travel as required to meet with clients and attend industry events.

Why CR Wall & Co. Inc.?

- **Innovation:** Be part of a forward-thinking company that values innovation and continuous improvement.
- **Impact:** Make a significant impact on the growth and success of our company in a dynamic and evolving industry.
- **Culture:** Join a team of dedicated professionals who are passionate about what they do and committed to excellence.

If you are a driven and ambitious professional with a passion for the natural gas and energy sectors, we want to hear from you! Please send your resume and a cover letter detailing your relevant experience and why you are a perfect fit!

Apply today!

Online: <https://www.crwall.com/careers/>

Email: careers@crwall.com