



FWbuilders (FWb) is a part of the Franworks Group of Companies, with offices located in Calgary, Edmonton and Vancouver and operating across Western Canada. Our project management group is experienced in all provinces across Canada and areas of the US.

We specialize in commercial construction with a strong emphasis on design-build utilizing our in house design department. This, coupled with our years of experience, when applied to the design requirements of our clients results in a quality project. We are also practiced in dealing with professional design and engineering teams already directly employed by our Clients.

Our team of professionals cover all aspects of construction including: field operations, bid procurement, financial analysis & management, Municipal, Provincial, and Federal Construction Legislation, and Lease/Tenant Agreements.

By joining FWbuilders, you will be become part of a dynamic team that values collaboration, continuous learning and work-life balance. We value and reward our employees hard work and as part of our team you will be supported in your career growth through training, diverse opportunities and professional development.

We are currently looking for a Business Development Representative for the BC market. If the below summarizes who you are and what you've accomplished, send us your resume and tell us how you will increase market share for FWbuilders in BC.

Job Title:

Business Development Representative, **Vancouver, BC**

What You'll Do:

- Find opportunities, identify qualified leads, get FWbuilders a spot on the tender list, and finally submit architectural drawings into our estimating department for bidding purposes.
- Master and maintain strong knowledge of market needs, competition and latest industry news and trends.

Who You Are:

- Although you have a proven sales or business development background, your experience doesn't need to be limited to the construction field. You could have sales or business development experience in any industry that has allowed you to hone your ability to drive sales through building relationships (hospitality, hotel, office sales, commercial real estate, construction supplies, restaurant supplier, etc.).
- Achieved YOY sales increases in the past 12 months to 5 years.
- Maintained strong relationships and have built your network in the BC, Canadian and/or international market.

What You'll Get:

- You will be part of a team environment and you will have on-going support and guidance from the Calgary FWbuilders head office team.
- Enjoy a competitive base salary and uncapped commission.
- Additional benefits and perks include medical, dental, vision, life insurance, flexible hours, work from home and paid vacation time off.
- You will get a FranWorks expense card for business and a FranWorks card for personal use at any one Franworks restaurants (Original Joe's, Elephant & Castle, State & Main).
- A company cell phone.
- Educational training.

If you are interested in applying please go directly to the following link and attach your resume:

<https://fwbuilders.breezy.hr/>.

