

POSITION: BUSINESS DEVELOPMENT REPRESENTATIVE

Who is EKHO Infrastructure Solutions (EKHO IS)?

We are an opportunistic group. Our vision is to create opportunities and find synergies across our business portfolio to help build smarter infrastructure. Our mission is to deliver clear objectives and create consistent value for ownership. The group's executive leadership team provides strategic direction and shared services to the growing family of brands.

What we do:

A foundation in Noise Barriers. The combined construction industry expertise, talent, and drive is unlike any other group of companies. The portfolio of high-performing operations and diverse solutions continues to grow to match industry needs.

The companies that make EKHO are each independent business units with distinct brands in the marketplace. Separated by Product Lines, each is equally important to our growing portfolio. Our portfolio includes the following business units: Design Concrete, Durisol, Faddis Concrete Products, Healthy Infrastructure, Superior Transparent Noise Barriers, and Silentium Group.

Durisol Ltd. is seeking a driven and dynamic **Business Development Representative** to join our Canadian Sales Team. In this role, you will play a key part in identifying new market opportunities and expanding our customer base. Your focus will be on increasing market share and driving sustainable growth by promoting our comprehensive portfolio of products, systems, and solutions. Success in this position hinges on your ability to build strong, lasting relationships with clients and contribute meaningfully to our long-term business objectives. This position is based in the Hamilton office and is remote.

TERRITORY & PRIMARY INTERACTIONS

The primary territory for this role will be Central and Southern Ontario. The position involves close, daily collaboration with the Canadian Sales Manager and frequent interaction with Canadian Sales Representatives, as well as cross-functional teams including Project Management, Estimating, and Engineering. You will also engage regularly with external stakeholders such as the Ministry of Transportation of Ontario (MTO), Metrolinx, design consultants, and general and subcontractors.

RESPONSIBILITIES

- Build market share by initiating and developing business relationships
- Gain client feedback and insights for product development
- Research and plan new growth opportunities, strategies, and initiatives
- Work with the internal team to propose the most effective and efficient engineered solution for the client
- Cold call, present to and meet with acoustic engineers, consultants, contractors, owners & any other potential contacts to provide product awareness & technical information
- Research bid sites & other relevant outlets for potential future opportunities and build & maintain an active pipeline using CRM database
- Monitor and respond to all business inquiries, including product information requests, and provide necessary information to fulfill the request

- Direct pricing requests (budget, firm, and tender) to the appropriate Sales Representative
- Provide design support to consultants through the influence of our product and systems as a solution
- Promote product specifications with consultants through implementation at the design stage
- Collaborate with Sales and Estimating at the bid stage, to present proposed designs and specifications implemented during the consultant design stage
- Drive product development initiatives with the R&D department
- Lead submittal process for new products and systems, while including appropriate departments and resources to achieve approvals with various authorities (MTO, Metrolinx, City's and Municipalities)
 - Tracking and filing agreements and correspondence for submissions
- Provide the Sales Manager a monthly update on upcoming projects and new business development
- Attend conferences and business functions to promote and exhibit the business's products and services
- Host plant tours for clients
- Create PowerPoint presentations
- Schedule meetings as required, internally and externally
- Log and submit business-related expenses monthly
- Work with internal departments
- Support in-house Engineering
- Visit jobsites at all stages of construction and record progress, i.e., digital pictures
- Other duties as assigned by the Sales Manager

REQUIREMENTS

- Prior experience in the construction and/or building industry is an asset
- Ability to build, maintain, and produce value from customer relationships
- Ability to guide growth planning, strategies, and initiatives
- Must have the ability to grasp and apply new concepts quickly
- Ability to multitask and work well under pressure
- Candidates must be detail-oriented, punctual, highly organized, professional, and able to demonstrate strong written and verbal communication skills
- Customer service, problem-solving, and leadership skills
- Proficiency with Microsoft Office (Excel, PowerPoint, Word, etc.)
- Technical report writing/reading
- Commitment to health and safety
- Must have a reliable vehicle and a driver's license, as there will be frequent travel
- Must have a valid passport, as some travel to the USA may be required

EDUCATION & EXPERIENCE

- Postgraduate degree, commerce or engineering preferred
- Min. 5 years experience in Construction, Business Development, Sales or related field
- Technical aptitude is required
- P. Eng. or C.E.T. designation an asset

WHAT DURISOL OFFERS

It is an exciting time to join a fast-growing organization. Help to strengthen our business portfolio, gain experience working for a successful Canadian construction brand, and work alongside an enthusiastic team that will help and support your career aspirations.

WE OFFER

- Passionate team environment
- Career growth & opportunities from within
- Competitive compensation package with group benefits & an RRSP program
- Hybrid work program
- Continued education & professional development
- Focus on diversity, equity & inclusion
- Competitive compensation package
- Business travel & expense compensation

HOW TO APPLY

If you or someone you know is interested in this exciting career opportunity, please submit a resume to Kim Greenland at kgreenland@ekhois.com by **June 6, 2025**.

Durisol Ltd. is committed to meeting the accessibility needs of people with disabilities in an effective and timely manner in accordance with the applicable standards set out in the Accessibility for Ontarians with Disabilities Act, 2005 (AODA), the provisions of the Ontario Human Rights Code, and any other applicable legislation. We foster an inclusive organizational culture as an Equal Opportunity Employer.