



Utility Access Acquisition Specialist **Hybrid remote in Vancouver, BC or Calgary, AB**

September 2024

Cypress Land Services is looking to add a **Utility Access Acquisition Specialist** to our growing team! This is an exciting opportunity for someone to interface with a wide variety of property owners across the province and work and learn within a team environment.

The team at Cypress values excellence, integrity and collaboration and are looking for a candidate that holds the same values. We offer a friendly, team-oriented and flexible work environment.

Please note: this role is 100% commission based. Commission will be earned on each successful agreement signed by the property owner. If successful, there is potential to earn significant commissions of \$100k plus.

Our ideal candidate has:

- **1+ years of experience in sales**, ideally a background in sales, cold calling in fields, such as: realtor, salespersons, customer service, business development, inside sales representative or sales manager.
- Experience in customer service/ customer relations; developing and sustaining productive customer relationships.
- Outstanding interpersonal skills
- **Essential to have experience cold calling and telephone sales experience**
- Able to make multiple contacts each day with property owners – **need to have the ability to make 3-4+ hrs of calls per day to be successful**

Responsibilities:

- Connect with property owners to secure rights for utility upgrades at properties
- Make initial calls to explain the proposal and process and follow up with an email to provide document for sign-off
- Ensure all data is properly tracked on client's database to ensure accurate reporting
- Ability to dedicate 3-4+ hrs of calls per day to be successful

Required skills:

- **Essential to have experience cold calling and telephone sales experience**
- Strong written and verbal communication skills
- Exceptional interpersonal and negotiation skills
- Detail-oriented with strong research skills and ability to accurately follow processes with each task
- Technological proficiency and flexibility regarding computer software, which may include Microsoft, Google, Adobe products.
- Strong organizational skills and ability to prioritize projects with ease
- Must be comfortable presenting and answering questions to large groups of people
- A team player with a strong sense of responsibility and self-motivation



- Able to direct, influence and motivate others to advance projects

How to apply:

Thanks for your interest in this role.

If you think you would be a good fit, **please submit a cover letter and resume outlining your experience and skills to: careers@cypresslandservices.com**

About Cypress Land Services:

Cypress Land Services has a proven track record of successful land acquisition, regulatory approval and project management throughout BC, Alberta, Saskatchewan, and Manitoba since our inception in 2013. Our success has been built from our positive reputation, skills and relationships with large property owners, First Nations, and local government.

The team at Cypress values excellence, integrity and collaboration and offers our employees a friendly, team-oriented and flexible work environment. Our offices are located in Vancouver and Calgary.

To learn more about us visit www.cypresslandservices.com