



CAREER OPPORTUNITY BUSINESS DEVELOPMENT MANAGER



Start Date	As soon as a suitable candidate has been found.	Job Type	Permanent – Full time
Position Title	Business Development Manager - FRP Composites and Coatings	Hours	Varies
Location	Eastside Industrial & Carlson Engineered Composites	Salary	\$77,500.00 /yr
Transportation	Vehicle & Valid Class 5F is required	Other	Additional Benefits & Financial Incentives

WHO WE ARE

EASTSIDE INDUSTRIAL COATINGS AND COMPOSITES/CARLSON ENGINEERED COMPOSITES

Founded on innovation and built on a reputation for quality, Eastside Industrial Coatings and Composites/Carlson Engineered Composites has become a trusted leader in providing advanced fibreglass composite solutions to a range of industries, including Ground Transportation, Rail, Agriculture, Industrial and Water/Septic tank sectors. With decades of expertise in high-performance coatings and composite manufacturing, we pride ourselves on delivering customized, durable, and cost-effective solutions for complex engineering challenges.

WE ARE PART OF THE EASTSIDE GROUP OF COMPANIES

Eastside Group of Companies is comprised of seven unique companies that specialize in automotive collision and mechanical repair, industrial composite and coating manufacturing and large (heavy truck) vehicle collision and mechanical repair. Offering such a diverse group of products and services provides great opportunities for excellent, hardworking individuals who want to make the right move in their career and start enjoying their job.

WHO ARE WE LOOKING FOR?

Eastside Industrial Coatings and Composites/Carlson Engineered Composites has a diverse customer base with long-term demands, and is growing rapidly. As we continue to experience exponential growth, we have found ourselves at a point where an experienced Business Development Manager is needed to keep the momentum going.

We are seeking a driven and technically adept Business Development Manager to join our dynamic team and help us expand our presence across North America and beyond.

The successful candidate for this position will come equipped with a strong background in technical or industrial sales, ideally within the composite or manufacturing sectors. The successful candidate will have the ability to understand and interpret engineering drawings, communicate effectively with both technical and non-technical clients, and offer tailored solutions based on our diverse product and service offerings.



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POSITION SUMMARY

The Business Development Manager plays an integral role in not only the continued growth of both companies, but more importantly, the cultivation and nurturing of existing, new and potential clients. Ideally, the Business Development Manager would possess a strong understanding of the manufacturing and fabrication of fiberglass composites process and the intricate details, such as chemical combinations that influence our product's quality. In addition to the technical aspect of this position, the incumbent must engage in a sales approach that promotes long-term relationships, not short-term or one-off sales.

As this position works autonomously, the role requires the incumbent to be self-motivated, eager to provide exemplary customer service to our clients and possess a high level of professionalism and maturity.

As this is a new role, the sky is the limit for what one could accomplish as Eastside Industrial Coating and Composites/Carlson Engineered Composites Business Development Manager.

BRIEF SUMMARY OF THE POSITIONS, DUTIES AND RESPONSIBILITIES

- Develop and manage a portfolio of new and existing clients within the fiberglass composite and industrial coatings markets.
- Interpret blueprint drawings and CAD models to understand client needs and recommend the appropriate solutions.
- Collaborate with engineering and production teams to ensure project feasibility and alignment with customer specifications.
- Prepare and deliver professional sales presentations and technical proposals.
- Attend industry trade shows, client meetings, and product demos to promote our brand and capabilities.
- Maintain accurate sales records, forecasts, and client communication.

EXPERIENCE, LICENSES AND EDUCATION

- **Required:** 3+ years of experience in technical or industrial sales (composites or manufacturing preferred).
- **Required:** Ability to read, write and speak English fluently.
- **Required:** Valid driver's license and willingness to travel as needed.
- **Required:** Knowledge of full-cycle composite manufacturing (design to fabrication).
- **Required:** Ability to understand blueprints and CAD models
- **Preferred:** Familiarity with SolidWorks, Fusion 360, or similar.
- **Preferred:** Knowledge of chemicals used in composite manufacturing.
- **Preferred:** Post-Secondary Education in a related field.
- **Preferred:** Experience working in a manufacturing environment is considered an asset.



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QUALIFICATIONS AND SKILLS

- Must demonstrate an approach to sales that promotes, cultivates and nurtures long-term relationships.
- Must possess an outgoing, engaging and self-driven personality with a passion for learning and solving problems.
- Must be passionate about technology and learning; eager to stay updated on trends in composites and manufacturing.
- Maintains open communication and a team-oriented work environment with all departments and all levels of personnel.
- Excellent communication skills. Must have the ability to connect with clients professionally and determine their needs.
- High attention to detail, proven time management, and organizational skills.
- Must be self-motivated and be able to work with little supervision.
- Excellent interpersonal skills.
- Advanced decision-making skills.
- Ability to prioritize and maintain professionalism during high-stress situations.
- Ability to work in a fast-paced environment.

YEARLY SALARY: \$77,500.00 + Additional financial incentives will be discussed with the successful candidate.

BENEFITS

- Vehicle Allowance
- Dental care
- Disability insurance
- Extended health care
- Life insurance
- On-site parking
- RRSP match
- Deferred Profit-Sharing Plan

REPORTING RELATIONSHIP

This position reports to the Vice-President

OUR COMMITMENT TO EQUAL OPPORTUNITY EMPLOYMENT

The Eastside Group of Companies is committed to achieving employment equity for designated groups in our workforce.

We encourage all candidates who identify as First Nations, Indigenous, Inuit or Metis, visible minorities or persons with disabilities who meet the required qualifications to self-declare in their cover letter or resume.

Please email your resume to Matt Sciangula at msciangula@hrmatters.ca