

**Email:** hr@caro.ca

**Attention:** CARO HR – BUSINESS DEVELOPMENT REPRESENTATIVE 1– Lower Mainland

**CARO Analytical Services is a group of Charismatic Scientists, driven to make the world safer and healthier.**

A vision so genuine, it practically sells itself!

If you are looking to be handed a phone and a script, this job is **NOT** for you: as a member of CARO's team, you will be challenged every day to act to your full potential and keep your clients ahead of the curve. Our Business Development Representatives go where our clients need us most and are encouraged to work from wherever fuels their creativity. We also understand that making the world safer and healthier is not something we can accomplish alone: as a Business Development Representative at CARO you will work collaboratively with various teams, both internal and external, to hone the skills that make you an essential element for a better world.

### **A typical day for one of CARO's savvy BD Reps might look like this:**

- Grab breakfast with a future client to discuss their site challenges, and how CARO can help
- Pop by to visit a client who just got back from vacation, and help them get caught up on industry changes
- Attend an internal meeting: CARO's Technical Manager is giving an update on our new equipment
- Touch bases with your team lead to discuss the new market you have been researching
- Make a few calls (warm ones, thankfully!) to follow up on a lead from this morning's meeting – log in CRM
- Get that last-minute project quote out for a client who is rushing to get their proposal done
- Head out to a casual networking event, and rub elbows with some of the industry's finest

### **You will be awesome in this role if:**

**You are authentic.** You are transparent in everything you say and do and take responsibility for your work. It is easy for people to trust you, because they know you will always do as you say.

**You are a true professional.** Many of your friends consider you a keener: You always arrive early, get your work done on time and add positivity to your environment. You make big promises, and always keep them.

**You can multitask.** When things change or someone new demands your attention, you can go with the flow and transition from one task to the next without breaking a sweat.

**You are customer-focused and like solving problems.** No one ever said problem solving was easy, but you approach challenges with a level head and help to put others at ease. You will not stop until you have a solution to your problem.

**You are a great teammate.** Whether working with a team of CARO employees, or with a group of clients on a project, organization and team success is always a priority: Teamwork makes the dream work!

### **Think you've got what it takes?**

A business or sciences degree, and/or 3 years of experience in a sales or science-related capacity will make your life easier, but we are open to hearing why you may be considering a career change! We train on the go, so you will always be kept up to date with all the technical knowledge you need to be great at your job. What we are really after is an independent go-getting, with the genuine desire to make things better (and who doesn't mind a bit of travel).

**HINT:** In your resume or cover letter, make sure you tell us where you got your stellar reputation!