

CARO Analytical Services is a British Columbia based environmental and food laboratory that provides professional analytical testing services to public and private clients throughout Western Canada. With operations in Richmond, Burnaby, Kelowna, Edmonton, Calgary, and Whitehorse, CARO strives to achieve its mission of providing clients with complete peace of mind through the highest level of service, technical excellence, and quality control. CARO also happens to have a pretty awesome corporate culture thanks to a great team of employees who take their jobs seriously but not themselves!

DESCRIPTION: BUSINESS DEVELOPMENT REPRESENTATIVE II – Richmond, BC (Full Time)

As a technical sales specialist for CARO Analytical Services' growing environmental and food testing divisions, your main responsibilities will include:

- Researching, sourcing, identifying and qualifying leads
- Maintaining and growing your assigned territory
- Phone, email and in-person contact with prospects regarding services
- Assessment of new potential partnerships, markets, and competitors
- Gaining a solid understanding of our analytical services and products
- Updating CRM with customer intelligence
- Working with other teams including client service and operations as needed
- Preparation of quotes and RFP's

QUALIFICATIONS:

- Degree or Diploma in sciences, business, or related
- Minimum 3 years experience in sales, client service or in a science-capacity role
- Experience working in chemistry, environmental science or technology sector an asset
- Professional demeanor and strong oral and written communication skills
- Strong business acumen and relationship-building skills
- Computer literate (MS Office)
- Ability to work from home and independently, with strong initiative and handle multiple deadlines
- Capable of travelling as required within an assigned territory

CARO Analytical Services offers attractive potential for career advancement, with competitive remuneration and benefits. If you aspire a career with a thriving, fast-paced and growing company with top quality people, consider CARO.

No telephone inquiries. Please provide a cover letter and a resume by email to:

EMAIL: hr@caro.ca
ATTENTION: CARO HR: Business Development Representative II – Lower Mainland