



**AARUP Industries Canada Inc.**  
2900 - 550 Burrard Street  
Vancouver, British Columbia  
V6C 0A3, Canada  
[canada@aarup-industrries.com](mailto:canada@aarup-industrries.com)

### **MANAGING DIRECTOR BUSINESS DEVELOPMENT IN CANADA**

**Reference:** AAC09082012-001  
**Location/Provinces:** British Columbia and Alberta  
**Salary:** 65.000 CAD (neg.)  
**Job type:** Contract  
**Start:** 01/10/2012 - ASAP  
**Sector:** Construction, Oil & Gas - other  
**Date posted:** 09/08/2012  
**Duration:** 12 month

#### **Company Information**

AARUP Industries Canada Inc. is a subsidiary of AARUP Industries Sp.zo.o. and operates within the construction industry. With our various experiences of successfully completed engineering and installation construction projects, we are now bringing our expertise and quality of services, including technical services to Canada. Thus being able to provide our partners and customers with an economic benefit and therefore contributing to social progress and the transfer of knowledge within Canada.

For getting our young company started in Canada we are now looking for a commercially and technically experienced executive, who is proactive, passionate, and skilled and wants to help us with our ambitious goals to further develop and establish our young company in Canada. The job offer is initially limited to one year.

#### **Responsibilities:**

- All aspects of the business development: setting up, managing and administrating of the new company organization and category
- Establishing and monitoring the goals and policies of the business organization and category
- Being esponsible for the development of new markets, partners and customers for technical services and services within Canada
- Organizing and implementing of research and analysis of data and key details of individual markets, partners and customers
- Preparing and realizing of general proposals for the execution of technical services and services based on the local conditions and laws
- Developing of business plans and decision memos on market entry and market development
- Preparing (including pricing), negotiating and initial implementation of contracts with partners and customers
- Performing proposals and initial execution of measures to care for partners and customers
- Recruiting and implementing of other human resource activities
- Coordinating with all related divisions within the Group
- Taking care of additional cross-division project duties



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- Direct reporting to the CEO of the parent company for business development
- Ensuring the transfer of knowledge within the company

**Your Qualifications:**

- Degree in Economics and an additional technically qualified apprenticeship in engineering/construction management
- At least 15 years of experience in rebuilding and managing of business organizations in the construction industry
- At least 15 years of business development and project management experience in an international environment
- At least 15 years of management experience with commercial and technical staff
- At least 6 months on-site experience in Canada
- Successful negotiations with external partners and customers
- Particularly intercultural understanding and communication skills
- Very good understanding of numbers and evaluation skills
- Strong team orientation
- Structured, analytical work style and methodological skills
- Rational, decisive and assertive
- Goal oriented, motivated , great social skills and having the power to put things into action
- A high degree of willingness to travel
- Excellent computer skills: Internet, MS Office
- Business fluent in German and English
- Additional Polish language skills are beneficial

**Interested in this opportunity?** Pls. send your application to [canada@aarup-industries.com](mailto:canada@aarup-industries.com)