



**Address:**  
469 Silver Creek Industrial Dr.  
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**Website:**  
[www.rekoautomation.com](http://www.rekoautomation.com)

## **Business Development Manager, Automation**

Reko Manufacturing Group Inc. is currently seeking an innovative, results driven individual to join our team. The successful candidate will proactively develop and cultivate new customer relationships and obtain sales leads in order to continually grow as a well-respected organization in automation for the automotive, food, pharmaceutical and medical industry.

### **Your Impact:**

- You will actively develop and execute a sales strategy to target new business opportunities and prospective customers in automation, robot assembly, and material handling automation
- You will know how to navigate large corporate structures at multiple levels in order to find and create key customer contacts and long-lasting relationships
- You will obtain request for quotes from the customer, providing feedback on pricing and concepts to the estimating team
- Working closely with our applications, mechanical and controls engineering teams, you will coordinate for our customers, solid concepts, proposals and orders
- You will be responsible for reporting and participating in sales strategy sessions
- Other duties as assigned

### **What you bring to the team!**

- Engineering degree or equivalent is preferred – we like to hire staff with critical thinking skills who can search for answers on their own and make intelligent decisions
- You are an experienced sales professional with strong sales and technical skills
- You have experience working in the automation machine building industry or have in-depth knowledge and valuable contacts with companies which regularly require automated equipment
- You will be working cross-functionally both internally and externally which means you need exceptional verbal, written, and outstanding interpersonal communication skills
- You are a team player or a team leader, capable of keeping others motivated and engaged
- You are comfortable in a fast-paced environment, ready to jump in quickly to set up a plan and be diligent
- Organization and Time Management will be critical to your success – you need to be able to prioritize and take on several critical opportunities at once, adapting quickly to new situations
- You have a passion for constant improvement – always looking to do things better (both personally, as part of a team, and for the company)
- Reko is an organization that is focused on results and we are looking for someone who knows how to get this multi-million dollar job done, regardless of circumstances

### **Salary**

- Based on experience, base salary plus commission
- Significant commission opportunity based on sales



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**About us:**

***Strengthening communities by advancing manufacturing.***

*Reko International Group Inc. is a publicly traded manufacturing company located in Southwestern Ontario. Established in 1976 we are a diverse value-added design and manufacturer of customized engineering solutions. We are a supplier in many dynamic sectors including rail equipment, oil and gas distribution, mining, aerospace, automotive, food, pharma and the medical industry. We provide engineered solutions under two distinct business units.*

*We are continuously seeking out the best and the brightest to become an integral part of a life-long opportunity to contribute to a vibrant future at our company. At Reko, we engage and enable our teams to succeed. We invest in our people. We provide the technology, training and tools they need to achieve success.*

*Our goal is to help our employees create their own success by providing every opportunity for them to thrive. We offer a healthy work-life balance, competitive wages and benefits, opportunities for personal and professional growth, a company contributed retirement savings plan, recognition awards, corporate discount programs and much more!*

*Invest in your future, join the Reko team today!*