



Opportunities Made Real

Universal Geomatics Solutions Corp. is an employee-owned, high-performance, progressive consultancy providing comprehensive surveys, geomatics, and project management services to a variety of industries since 1986.

At UGSC our people drive us forward. We strive to hire, train, and retain smart, driven individuals. UGSC's diverse work force creates an exciting and dynamic working atmosphere. We empower through education and training, recognize excellence, and challenge each other.

We have been growing in all areas of our company and are continuing to seek hard-working individuals. Join our team and see your *opportunities made real*.

www.ugsc.ca

We thank you for your interest in Universal Geomatics Solutions Corp., however, only those selected for an interview will be contacted.

Edmonton
(Head Office)
15111 123 Ave,
Edmonton, AB T5V 1J7

CLIENT PROSPECT MANAGER ALBERTA

Universal Geomatics Solutions Corp. is currently seeking a Client Prospect Manager to join our team.

Opportunity

The Client Prospect Manager, under the direction of the Vice President of Operations, is primarily responsible for building key customer relationships with new and existing clients. The Client Prospect Manager will work with staff from various departments to increase sales opportunities and maximize revenue, manage existing clients to ensure ongoing satisfaction and retain business, and will cold-call within a defined market or geographic area to ensure continual opportunities for business growth.

Requirements

- Minimum of three (3) years of sales experience in a related industry.
- Postsecondary degree or diploma in business, marketing, economics, or a related field.
- Proven understanding of the industry and area of service.
- Excellent organizational, strategic, planning, and implementation skills.
- Ability to create realistic schedules and meet deadlines under stress and interruptions.
- High level of critical and logical thinking, analysis, and reasoning to identify underlying principles, reasons, and facts.
- Strong analytical and research skills.
- Excellent interpersonal, communication, and relationship management skills.
- Excellent attention to detail and a high degree of accuracy.
- High level of integrity, confidentiality, and accountability.
- Ability to respond appropriately in high-pressure situations with a calm and steady demeanor.
- A well-defined sense of diplomacy, including solid negotiation, conflict resolution, and people management skills.

Company Benefits

- Outstanding work environment that fosters safety, encourages teamwork, and challenging work opportunities.
- Competitive wage dependent on experience.
- Career and personal development opportunities.
- Comprehensive employer paid benefits package and a RRSP matching program.

How to Apply

Online: www.ugsc.ca/careers

Email: careers@ugsc.ca

Fax: 780-665-7025

CALGARY

EDMONTON

GRANDE PRAIRIE