



A Progressive Waste Solutions Company

EMPLOYMENT OPPORTUNITIES

June, 2011

Vancouver, BC

Business Development Representative

We are one of North America's largest full-service waste management companies, providing non-hazardous solid waste collection and landfill disposal services for municipal, commercial, industrial, and residential customers in five provinces and nine U.S. states. Our two brands, IESI and BFI Canada, are leaders in their respective markets and serve almost 1 million customers with vertically integrated collection and disposal assets.

Reporting to the District Sales Manager, we are looking for professional sales representatives with experience in outside sales, having a successful track record maintaining and developing existing clients. At BFI Canada Inc. we recognize that selling is a serious profession and is one that requires comprehensive on-going training. If you are deadly serious about a career in sales and have the right attitude, BFI Canada Inc. is right for you.

The individual must demonstrate a successful track record for the development and performance of all sales activities within a designated market area. This role will require the individual to work towards the achievement of maximum profitability and growth in line with company vision and values. Extensive experience in all aspects of customer relationship management along with a strong understanding of market dynamics will be an asset.

Candidates with less than 3 years of Sales experience in outside sales will not be considered.

A competitive base salary as well as a bonus plan, and a comprehensive benefits package will be offered to the successful candidate.

Qualified candidates are invited to submit their resumes in confidence to
Grant.Hankins@BFICanada.com