



Acero Engineering Inc. (“Acero”), a growing up/midstream facilities engineering company providing engineering, procurement and construction management expertise to the Oil & Gas industry, is currently seeking a motivated and enthusiastic individual to fill a permanent role as a **VP of Business Development (Energy & Industrial Projects)**.

Acero is focused on facility and pipeline engineering, procurement and construction management services; from concept evaluation to plant start-up. Our core service offering is in-house project management, process, mechanical, electrical I&C engineering, project engineering, procurement, regulatory services and construction management.

Acero maintains a core belief that success depends on the development of long-term relationships, forged by providing clients what they ask for – which is not necessarily the same product across the board.

Our clients are typically looking for quick turnaround, flexibility and fit-for-purpose deliverables, with no unnecessary additional frills. We are driven to provide our clients with exceptional service.

VP of Business Development (Energy & Industrial Projects)

As we continue to grow, we are seeking a seasoned business development professional to strengthen our market presence, expand client relationships, and identify new opportunities across Western Canada and beyond.

Location: Calgary, Alberta

Employment Type: Full-Time

Position Summary

Reporting to the CEO, the **VP of Business Development (Energy & Industrial Projects)** will lead strategic business development initiatives that drive sustainable growth for the organization. The successful candidate will leverage an established industry network, strong commercial acumen, and a deep understanding of the energy sector to identify opportunities, cultivate client relationships, and support proposal and pursuit activities.

This role is ideal for a relationship-focused professional with experience selling engineering, EPCM, technical consulting, or project execution services within the oil and gas industry.

Key Responsibilities

Business Development & Client Relationships

- Develop and execute business development strategies aligned with corporate growth objectives.
- Identify and pursue new project opportunities within Alberta energy and industrial markets.
- Build and maintain relationships with key decision-makers, project sponsors, operators, and industry stakeholders.
- Represent the company at industry events, conferences, client meetings, and networking functions.
- Maintain an active pipeline of opportunities and provide regular forecasting and reporting on business development activities.

Opportunity Management

- Lead qualification efforts for prospective opportunities and strategic pursuits.
- Coordinate with engineering, project management, and executive leadership teams to develop winning strategies.
- Support proposal preparation, presentations, client interviews, and contract negotiations.
- Monitor market trends, competitor activities, and industry developments to identify emerging opportunities.

Strategic Growth

- Collaborate with senior leadership to develop and implement growth initiatives.
- Provide market intelligence and client feedback to support strategic planning.
- Identify opportunities for service expansion, strategic partnerships, and long-term client development.
- Contribute to annual business planning and revenue forecasting activities.

Qualifications

Required

- Minimum 15 years of business development, account management, or commercial experience within the oil and gas, energy, engineering consulting, or EPCM sectors.
- Demonstrated success developing client relationships and securing EPCM projects.
- Technical engineering background with a strong understanding of project development and execution within the energy industry.
- Established network of industry contacts within Western Canada.
- Excellent communication, negotiation, and presentation skills.
- Ability to travel (locally) as required for client meetings and industry events.

Preferred

- Registration as a professional engineer (P.Eng.) or Certified Engineering Technologist (C.E.T) / Professional Technologist (P.Tech.) is considered an asset.
- PMP or related professional designation considered an asset.

What We Offer

- Competitive compensation package including performance-based incentives.
- Comprehensive health and dental benefits.
- Opportunities to work alongside experienced industry professionals.
- A collaborative and entrepreneurial environment where individual contributions have a direct impact on company growth.

How to Apply

Interested candidates are invited to submit their resume and a brief cover letter outlining their relevant experience and industry relationships to hr@aceroeng.com.

We thank all applicants for their interest; however, only those selected for an interview will be contacted.