

Regional Engineer (Technical Sales)

THE OPPORTUNITY

Our established client has an immediate opening for a Professional Engineer with experience in Manufacturing, Civil Engineering, Construction or Civil Infrastructure to work closely with customers, partners, and internal team to promote and grow products. Work closely with engineers, municipalities, government and consultants promoting approvals and specifications. We require an outgoing, goal orientated, results focused technical person who can work in a team environment.

KEY DUTIES & RESPONSIBILITIES

The ideal applicant should have a minimum of five years of related industry experience, and should have previous experience working with fellow technical professionals. Past experience in the fields of Civil Engineering, Construction, and Civil Infrastructure would be an asset in fulfilling this position. We seek people who take pride in their work, and who go the distance to ensure both accuracy and on time delivery. In return, our client provides excellent opportunities for professional development and advancement.

Key responsibilities include the following:

- Promoting and growing sales through professional communication with existing and new potential clients.
- Expand market awareness of products and industry experience by demonstrating features, advantages and benefits.
- Interpret client requirements and provide technical information and appropriate solutions.
- Initiate technical meetings within territory with engineers, consultants, distributors and municipalities through lunch and learns, webinars, telephone and face to face.
- Prepare and deliver detailed quotes and inquires in a timely manner.
- Prepare and respond to RFP/RFI.
- Planning, project coordination and scheduling deliverables and actively providing support to on-going projects
- Build skills and knowledge through on-going training and programs provided (internal and external)
- Participate/attend trade shows, seminars, conferences and other related industry events

Requirements

- Technical background, P.Eng, EIT, CET or combination of education and related work experience.
- Experience in Civil Engineering, Construction and/or Civil Infrastructure would be an asset.

- Ability to read and interpret technical specifications, project design drawings and details.
- Knowledge of related building standards, codes, regulations and specifications
- Excellent communication skills, strong analytical and problem solving skills.
- Strong technical aptitude, self-starter who can work independently and as part of team
- Valid driver's license
- This opportunity requires travel across Central Canada, overnight travel and travel to United States may be required.

Interested candidate please submit your resume to Robert McNair

Robert@peopleplacementgroup.com