

Technical Sales Engineer - Manitoba

For our customers, Spirax Sarco is synonymous with excellence in steam system engineering. We offer the industry's most extensive range of products with services, coupled with practical industry application expertise. In short, we create solutions that set the benchmark for steam-using organizations worldwide. Learn more about our global footprint at spiraxsarco.com.

We're looking for an exceptional candidate to sell Spirax Sarco products and services to new and existing accounts in Manitoba / North West Ontario. This person will provide the expertise and solutions to all customers in the territory to help them with energy management, increase production, operate safely and reach sustainability goals. Therefore increasing Spirax Sarco's market share for new and existing products and services while meeting sales and profit margin goals.

We are interested in candidates with experience in outside sales, Technical support, Design, inside sales or in Operations.

Some Responsibilities Include:

- Develops and monitors the business plan for individual sales territory. Generates sales to exceed the forecast for the area. Develops specific activities supporting the organization's strategic goals. Builds customer relationships developing repeat business in assigned territories.
- In conjunction with their Area Manager, determines sales potential of the region, establishes priority accounts and develops action plans to penetrate the market which may include cold calling and other canvassing techniques.
- Trains end users and distributors on Spirax Sarco products and services either informally or during formal presentations.
- Ensures that customers receive accurate and timely quotations for products/services; may expedite orders. Follows up with customers to ensure satisfaction with product/service and to identify needs for potential future business.

Candidates for this position should have:

- An Engineering degree or diploma and / or an equivalent combination of education and experience.
- A track record of business development and achievements.
- The combination of skills, drive and talent to meet and exceed today's requirements and be eligible for future career opportunities within Canada and internationally.
- Minimum three years of outside sales experience selling steam products and / or HVAC capital equipment or the equivalent combination of Inside sales, Technical support or Operations
- Knowledge or related experience in Heat transfer, controls, metering, steam and condensate systems would be an asset.

We are offering an attractive remuneration package, above average earning potential based on results, car allowance, 100% Medical and Dental Employee Benefits, Pension, ongoing training and the opportunity to develop a career with an industry leader.

Interested candidate may reply in complete confidence by submitting a resume with a summary of achievements stating the location or locations of interest to: hr@spirax.ca

We appreciate your interest, however only candidates selected for interviews will be notified.

Contact: hr@spirax.ca

www.spiraxsarco.com/ca

First for Steam Solutions