

Title: Product & Services Application Specialist / Engineer
Reports To: Director, Business Development and Product Application
Direct Reports: none
Issue Date: January 7, 2020

Version: 1.0

General Description:

Primary responsibility is to maintain/promote existing clientele and pursue new business opportunities. This position is intended to investigate, recommend and develop new business opportunities and meet the sales quotas outlined by the Director, Business Development & Product Application (Director).

Responsible for development of business proposals (quotes).

This position may require travel on a regular basis throughout BC.

Leadership:

- Represent Prime Engineering Limited in a positive way both internally and externally
- Work to achieve overall company goals
- Foster teamwork
- Keep up-to-speed with economic trends and company outlook to highlight market opportunities
- Keep abreast of related industry matters through third party resources and networks
- Communicate sales opportunities outside the scope of this position to the Director, Business Development and Product Application

Responsibilities:

Product & Service Application

- Achieve sales quota, as outlined by Director
- Create job/project proposals as required for new opportunities
 - Responsible for quoting sales of:
 - High Voltage Maintenance
 - Z32 testing – patient care areas
 - Infra-red scanning
 - Load surveys
- Initiate job opening procedures (for successful projects)
- Assist in the negotiation of terms and conditions for contractual agreements
- Business travel as required; all travel must be pre-approved by Director
- Provide regular reporting on customer feedback, opportunities arising, and market situations to the Director and General Manager
- Maintain CRM
- Review company brochures and marketing materials for accuracy and applicability

This description is not a comprehensive listing of activities, duties or responsibilities that may be required. Other duties, responsibilities and activities may be assigned or may be changed at any time with or without notice.

Required Competencies

- Market and product knowledge
- Previous training in power distribution industry
- Able to use various marketing resources and data mining tools
- Proficient in Office 365
- Excellent written and verbal communication skills with tenacity to resolve issues in a timely manner
- In-depth understanding of technical & commercial strengths related to the power distribution industry
- Negotiation and conflict management skills
- Capable of assuming responsibility and exercising independent judgement
- Capable of translating client/customer intelligence into tangible specifications for Prime's offerings as well as identifying advantages and disadvantages of Prime vs. the competition
- Identifies partners' short and long-term needs and requirements in the product/ service development pipeline
- Effective time management skills with the ability to multi-task under strict deadlines
- Able to adapt quickly to changing work demands without compromising accuracy and quality of work
- Outstanding client service
- Self-motivated, demonstrated initiative with a strong sense of urgency
- Ability to work effectively in a multidisciplinary team and interact with staff at various levels of the organization

Qualifications:

- Bachelor's Degree in an engineering-related field (Electrical Engineering is preferred); electrician or combination of other related technical experience and education will also be considered
- Sales and/or marketing experience in a related industry is considered an asset
- Valid driver's license & clean driver's abstract

Measures of Performance:

- Success in identifying, advancing, and closing sales opportunities (measured by volume of completed sales)
- Customer satisfaction
- Adherence to Prime safety and training requirements