

July 20, 2022

Employment opportunity at Avensys Solutions

Position : Customer Service Representative - Technical Sales

Location : 300 Stinson, Ville St-Laurent

Avensys Solutions inc. is an industry leader providing instrumentation and integrated solutions for the monitoring of industrial processes and environmental surveillance applications for air and water in the Canadian marketplace.

Job description

The Technical Sales Engineer is responsible to support outside sales representatives in dealing with technical matter related to their customers in their territories. The Sales Engineer/Application Specialist will gather process data and analyze the requirement to prepare appropriate quotes and proposals for the applications. The work involves providing impeccable customer support and service. The role also includes project management and execution. The successful candidate will support the sales team to achieve the sales budget.

This position requires the candidate to be able to communicate with the clientele across the country and suppliers from around the world.

Responsibilities

The main responsibilities for this position are:

- Analyze and validate client's requirements and respond to request for quotation
- Consult with colleagues and our Principals on best approach and most suitable product to offer
- Work with the Territory Sales Representatives to increase overall sales by analyzing requirements and prepare technical quotes and other documents, including formal RFQs;
- Manage, maintain and proactively develop productive relationships with existing and new customers;
- Maintain strong relationship with Principals and suppliers;
- Participate in business development and marketing campaigns;
- Update and help manage opportunities and contacts in the CRM.

Qualifications

- Must be customer focused and organized;
- Must have excellent interpersonal skills;
- Strong ability to listen and attention to details;
- Must have the ability to set priorities, follow through on tasks and have a proven ability to manage relationships with current and new customers;
- Very strong execution and follow up skills;
- Possess a solid technical background and understand the industrial application/processes.

Education

University degree in an engineering discipline with 5 to 10 years of work experience in a similar position.

Please contact Avensys at info@avensys.com to submit your Resume.