

Technical Sales Consultant

Purpose

The Technical Sales Consultant expands business with existing clients and develops new client relationships in our key markets. This role will establish awareness of immediate and strategic client needs, and will solve client issues using Campbell Scientific products.

These relationships ensure that CSC continues to grow its revenue and is part of major bids, product, or service purchases. This person will become a technical expert to help clients by developing new opportunities and seeking out new solutions as a generalist across all of our relevant markets.

Relationships

Internal: works collaboratively with the sales manager, sales support team, the marketing team, and procurement

External: communicates with outside agents in a respectful manner, always looking to develop the business further

Reports to: Sales Manager.

Responsibilities and Activities

- Builds market share by understanding and acting on current and future needs
- Serves as a trusted advisor and maintains top-of-mind presence with key stakeholders representing the market
- Works directly with Senior Technical Sales Consultants to meet goals
- Participates in account planning to develop performance objectives, financial targets, and critical milestones to be met
- Develops a role as a trusted source with clients in key markets
- Supports the creation, or modification, of technical information included in marketing materials (course and product manuals, brochures, case studies, etc.)
- Works on both bid and tender submissions within target markets
- Participates in discussions regarding setting revenue targets
- Accountabilities and Performance Measures:
 - Meets or exceeds sales quotas in designated strategic markets
 - Meets or exceeds expectations for profitability
 - Achieves strategic client objectives
 - Maintains high client satisfaction ratings that meet company standards
 - Completes required training and development objectives within the assigned timeframe
 - Earns the trust of customers.

Education, Skills, and Capabilities

- Technical diploma, Bachelor of Science, or other relevant post-secondary education
- 2-4 years' experience in technical sales
- Excellent verbal and written communication skills
- Proactive in communication (e.g., is the consistent voice of the client to our engineering department)
- The ability to work in both English and French is a strong asset
- Previous field work and/or technical expertise is highly beneficial
- Ability to work in MS Office (Word, Excel, PowerPoint, Outlook) at an *Intermediate* level or better is required
- Is a problem solver (i.e., "thinks on feet")
- Ability to work independently
- Shows a strong understanding of electrical signals and instrumentation
- Has a natural passion for science and measurement
- Shows familiarity with programming
- Comfortable providing input on improvements
- Focused on putting the success of the team first
- The successful candidate will be coachable, have good listening skills, will ask questions, and be open to learning new ways of doing things.

Working Conditions

- Work may be completed both in the office or from home
- Physically fit: comfortable with carrying equipment and tools, excessive sitting, or working in extreme conditions
- Extensive travel is required throughout the year in Canada for client visits, attending conferences, tradeshow, or seminars, etc.