

Technical Sales Consultant (Infrastructure)

(1 Permanent full-time position located in Edmonton, Alberta or Logan, Utah)

Who We Are

Campbell Scientific is a recognized leader in designing, manufacturing, and installing environmental and infrastructure measurement and control systems. Our employees are devoted to maintaining our innovative quality and dependable brand of choice recognition.

We at Campbell Scientific are committed to satisfying the measurement instrumentation needs of our customers, especially those who are working to advance science and technology for the benefit of humankind. We love creating software and hardware that help our clients make a difference in the world. From measuring weather atop Mt. Everest to water supply for the Panama Canal, our clients help society address the need for clean air, clean water, a good supply of food, reliable well-built infrastructure and safe, efficient transportation.

Who You Are

If you have a passion for what we do and are aligned with our core values of accountability, respect, being client centric, teamwork, innovation and continual improvement, then see if you have what else it takes to join our high-energy team.

Our Ideal Candidate:

- A Bachelor of Science or Arts degree in a science, technology, engineering, or a business discipline (Related work experience may be considered instead of education)
- Minimum of two years of experience in the sales or use of geotechnical or structural monitoring equipment
- A self-motivated individual with strong problem-solving skills, driven to increase sales
- You possess a growth mindset along with a high level of emotional intelligence (EQ)

Strong Assets Include:

- Experience in mining, dam, or structural health monitoring
- Familiarity with common infrastructure instrumentation (strain gauges, piezometers, vibrating wire sensors etc.), computer programming concepts and basic electrical circuits
- Experience with electronic remote automated measurement systems, sensors, peripherals, and telecommunications equipment
- Experience with Campbell Scientific dataloggers or other measurement devices including remote terminal units and programmable logic controllers



About The Role

This position will be focussed on expanding the sales of Campbell Scientific products by generating new business and ensuring growth of existing customer accounts. The successful candidate for this role will assess potential applications of Campbell Scientific products and services and offer solutions that meet customer needs, while educating customers and communicating customer feedback for future product development. This role will involve utilizing technical knowledge of Campbell Scientific products and services to support and build sales, while focusing on the following responsibilities:

- Actively grow Campbell Scientific sales revenue with our infrastructure clients
- Leverage background and contacts within the industry to develop business and match our solutions to customer needs, while managing key customer accounts
- Respond to, and follow up on, requests for quotes and product information, while educating customers on our products
- Configure and quote complex data acquisition systems and multi-station networked solutions to meet customer needs
- Recruit and strengthen Value-Added Resellers (VAR's) and Integrators in alignment with the infrastructure market partner strategy
- Help guide internal product development, marketing, and sales plans based on market needs
- Recognize and report on changes in the market and obtain feedback from customers in order to achieve and maintain competitive products and services
- Travel up to 20 – 25% for customer visits
- Lifting, carrying and maneuvering up to 50 lbs and extended walking in the field

Reach Out to Us!

Apply directly to Saif Akhtar in Human Resources at hr@campbellsci.ca and include your resume, cover letter and salary expectations. Visit www.campbellsci.ca to get a picture of what we do!

No agencies please.