



Technical Sales Consultant

(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 business discipline (Related work experience may be considered instead of education)
- Minimum of five years of technical sales, or similar experience, with proven success managing key customer accounts
- Strong knowledge of instrumentation and its scientific applications
- A proactive and self-motivated individual with excellent communication and interpersonal skills
- An individual who is motivated to achieve aggressive sales goals in a geographic territory
- You are proficient with the use of Microsoft Office including email, spreadsheets, business analytics, and presentations
- Strong attention to detail and highly developed problem solving skills
- You possess a growth mindset along with a high level of emotional intelligence (EQ)

About The Role

This position will be focussed on expanding Campbell Scientific's presence in the North American Surface Transportation market, by generating new business and growing existing customer accounts. The role will focus on working with state Departments of Transportation and municipalities to help meet their instrumentation and monitoring needs, and will involve some of the following:

- Configure and quote complex Road Weather Information Systems (RWIS) and multi-station networked solutions in collaboration with customer needs
- Develop as a highly trusted advisor in the Surface Transportation market with a primary emphasis on RWIS applications, and a secondary emphasis on Aviation Weather Observation Systems
- Exhibit and apply both a broad and deep knowledge of measurement instrumentation products and services across a variety of markets and applications
- Recognize and report on market intelligence and trends that could influence product development and sales strategy
- Contribute to the success of the sales team by mentoring others

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.