

Job Title: **Inside Sales – Used Equipment Representative**
Location: **Surrey, BC**

PowerSafe Energy Services Inc. currently has an opening for an Inside Sales – Used Equipment Representative in the Power Generation and Distribution Equipment market. The successful candidate will be responsible for sales of Electric Power Generation and Distribution Equipment (Power Plants, Generators, Transformers, Switchgear etc.) within North America.

Using a consultative selling approach, you will build profitable long-term customer relationships.

If you have experience in developing long term strategic customer relationships by your solid business acumen in conjunction with solid knowledge of power systems, then please apply for this fantastic opportunity.

Only applicants having applicable experience will be considered.

Responsibilities and Duties:

- Selling company products & solutions to existing and new clients
- Maintaining and Analyzing Company Data Base
- Market Research Analysis, regional – national and international markets
- Track sales plans with marketing directors
- Analyze Sales Statistics
- Work with vendors / inside-sales to prepare quotes and estimates
- Sourcing new sales opportunities through inbound lead follow up and outbound cold calls and emails
- Routing qualified opportunities to the appropriate sales executive for further development and closure
- Present the company at trade shows as exhibitor or attendee (as required)
- Work with management and vendors to negotiate contracts and sales

Desired Skills & Expertise:

- 1- Preferably 5+ years sales experience
- 2- Post-secondary education in business or engineering (electrical or mechanical)
- 3- Knowledge of Power Generation & Distribution, Reciprocation Generator Sets and Turbines,
- 4- Must be completely proficient / knowledgeable in Microsoft Office and possess strong computer knowledge (Word/Excel/PowerPoint/Etc.)
- 5- Very Strong customer service, interpersonal and communications skills
- 6- Valid driver's license and a vehicle
- 7- Valid passport to travel within North America

Company Description:

OUR MISSION

One of *Top New Growth Companies* as per *Canadian Business 2020*, **PowerSafe** Energy Services is a trusted consultative equipment and service provider committed to ensuring the safety, performance and compliance of electrical distribution systems with a track record of long-term partnerships and excellence in customer experience.

CORE VALUES

- Teamwork- working towards common goals with our internal, external and local teams
- Reliability – Group of trusted professionals serving our internal and external customers
- Progress – Always building upon yesterday to build a stronger today
- Sustainability – Commitment to bringing benefits to our team, business and society

Location: Metro Vancouver, BC, Canada

Industries: MV/ LV Electrical Power Generation and Distribution equipment

PowerSafe is an equal opportunity employer. Qualified applicants will be considered without regard to age, race, creed, color, national origin, ancestry, marital status, affectional or sexual orientation, gender identity or expression, disability, nationality, or sex.