



LABORATORIES

CERTIFICATION TESTING INSPECTION

QAI Job Number: **QAI-Sales-BP02**
JOB TITLE: Account Manager – Building Products
LOCATION: Burnaby, BC, Canada
NUMBER OF POSITIONS: 1
CATEGORY: Sales
POSTING DATE: Immediate
CLOSING DATE: Open Until Filled

Join our Team! Learn, Develop, Grow!

At QAI, you will have the opportunity to put your aptitude, experience, knowledge, and desire to learn to the test. We make a difference in people's lives through the work we do as a top-notch Product Testing, Certification, and Inspection body whilst providing rewarding careers for our employees.

QAI has an exciting career opportunity within our **Building Products/Fenestration Department**. The **Inside Sales** position will play a key role in promoting QAI's testing and energy performance services by offering solutions to window, door, skylight, building product, gas and plumbing manufacturers to show conformance to Canadian and US regulations.

The **Inside Sales** position is a client centric role. The ideal candidate will be someone who is positive, engaging, self-motivated, an effective communicator, solutions oriented, responsive, skilled at developing internal and external customer relationships, keen on generating new business opportunities and thrives in a team environment.

Does this sound like you? If so, please apply now and start your journey with us today!

ABOUT QAI:

Founded in 1994 by a group of experienced certification and testing experts, QAI is an independent third-party testing, inspection and certification organization which serves the building industry, government and individuals with cost effective solutions through our in-house capabilities / services, and an established world-wide network of qualified affiliates. The QAI name and logo have become well recognized throughout the Certification world resulting in steady growth of our Certification, Testing, and Inspection business streams.

ABOUT THE DEPARTMENT AND POSITION:

QAI offers Performance and Safety Testing solutions to help window, door, and skylight manufacturers prove conformance to regulations. These programs include the testing of a typical production samples in-lab, testing specific products on job sites, simulating the energy performance of products, as well as certification and verification programs to allow the use of the QAI label to prove ongoing conformance.

Some of the Codes and Standards that you will be working with are:

- National Building Code of Canada and other respective provincial codes
- AAMA/WDMA/CSA 101/I.S.2 A440 "North American Fenestration Standard/Specification for windows, doors, and skylights" (commonly referred to as the NAFS standard) including the Canadian supplement and CSA A440.2 "Energy Performance of Fenestration Products".
- Other performance and safety standards relating to building products, gas appliances, and plumbing products.

DUTIES: The successful candidate will perform, but not be limited to, the following duties:

- Responsible for selling QAI fenestration services to manufacturers of doors, windows, and skylights. This will include selling to both new and existing clients.
- Responsible for selling QAI services to manufacturers of gas appliances, plumbing products, and other categories of building products.
- Become familiar with the NAFS Standard including the Canadian supplement (CSA A440 S1), the energy performance requirements for fenestration products, and other standards as required.
- Identify potential clients via research and networking.
- Service our large existing client base with their ongoing testing and certification needs.
- Prepare, issue, and follow up on proposals/quotes specifying applicable services, fees and credit terms.
- Attend/participate in industry tradeshows and associations such as FEN-BC and Buildex.
- Work with clients to determine the scope of work and work closely with QAI technical staff to position the service package.
- Maintain quote/order and lead data in a sales database (Sugar CRM)
- Facilitate all sales transactions, completing all necessary tasks, paperwork, and project assignments.
- Support marketing in the development of brochures, newsletters, videos, and educational content for relevant business streams.
- Other duties as assigned.

QUALIFICATIONS: The successful candidate will:

- **Minimum**
 - Have the aptitude for providing a superior level of customers service in a complex and often demanding business environment
 - Has demonstrated a strong ability to build internal relationships with supporting technical staff
 - College Diploma or Business Degree
 - Professional with 1-3 years of B2B sales experience
 - Excellent written/oral communication skills and superior presentation skills
 - Possess a strong working knowledge of Word, Excel and Power Point.
 - Ability to work in a fast-paced environment, independently and with team members. **MUST be self-motivated and assertive**
 - Ability to travel (~10%)
- **Preferred**
 - Experience working within the testing/certification industry.
 - Knowledge of construction products, the National Building Code of Canada, and/or the North American Fenestration Standard (NAFS)
 - Experience coordinating client needs with diverse internal teams (sales, engineering/operations, marketing)
 - Possess the ability to read and understand policies, regulations, and standards.

ADDITIONAL INFORMATION:

- Candidates must hold a valid driver's license and valid passport or be able to obtain a valid passport and be able to travel to international locations.

APPLYING:

QAI Laboratories offers a competitive compensation and benefits package including base salary and commissions, medical, dental, educational assistance, sick days, vacation, other paid leaves, etc.

Applicants can forward resume to careers@qai.org. Please note that applications will only be accepted when emailed in MS Word or PDF format and must have a job-specific cover letter. Please be sure to include the QAI job number, **QAI-Sales-BP02**, in the subject line.