

QAI Job Number: QAI-Sales-ELE05
JOB TITLE: Sales – Electrical Safety
LOCATION: Burnaby, British Columbia, Canada
NUMBER OF POSITIONS: 1
CATEGORY: Sales
POSTING DATE: February 20, 2020
CLOSING DATE: OPEN UNTIL FILLED

BACKGROUND:

QAI laboratories is a testing, inspection and certification organization providing services to manufacturers of Electrical Products, Building Products, Vehicles, and Factory Built Structures. As the QAI name and logo gain recognition throughout the Certification world, our business continues to expand. Presently, we are in need of an Electrical Safety Sales Representative to support that expansion.

QAI is currently looking for applicants to fulfill the following tasks:

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

- Responsible for selling QAI Electrical services to manufacturers within assigned categories
- Become familiar with UL, CSA, and other standards, the US & Canadian standards system, implementation of standards towards product certification, testing, and inspection
- Identify potential clients via research and networking
- Manage existing client base of Electrical Safety customers
- Prepare, issue and follow up on proposals specifying applicable services, fees and credit terms
- Attend/participate in industry tradeshows and associations
- Conduct cold and warm client calls
- Work closely with QAI technical staff to position the service package
- Maintain quote/order and lead levels in a sales database
- Facilitate all sales transactions, completing all necessary tasks, paperwork and project assignment
- Support marketing in the development of brochures, newsletters, videos and educational content for the ELE department
- Other duties as assigned

QUALIFICATIONS: The successful candidate will:

- Minimum
 - Technical or Marketing Diploma and/or Degree in Business or Engineering
 - Self-motivated, driven, goal oriented, assertive, competitive, extroverted
 - Previous B2B Sales Experience
 - Excellent written/oral communication and presentation skills
 - Functioning knowledge of MS Word, Excel, PowerPoint
 - Ability to work independently and within a team
 - Ability to travel (~25%)
- Preferred
 - Experience working within the testing/certification industry, knowledge of the National Electric Code and test methods under CSA, UL, EN/IEC, NFPA and other standards.
 - Experience working with diverse teams (engineering, operations, marketing)
 - Possess the ability to read and understand policies, regulations, and standards

- Previous Sales Experience in a service and/or BTB environment

ADDITIONAL INFORMATION:

- Candidates must hold a valid driver license
- Candidate must hold a 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, and other perks. We are committed to the long-term success of our employees.

Interested? Please submit your resume and cover letter with salary requirements to Kirby Briggs via email at kbriggs@qai.org

Note: 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 in the subject line.

Equal Opportunity Employer

QAI Laboratories is an Equal Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to sex, race, color, religion, national origin, age, marital status, political affiliation, sexual orientation, gender identity, genetic information, disability or protected veteran status. We are committed to providing a workplace free of any discrimination or harassment.