

**QAI Job Number:** QAI-Sales-063021  
**JOB TITLE:** Sales  
**REMOTE LOCATIONS:** Miami, (FL), Orlando, (FL), Atlanta (GA), Chicago (IL),  
Minneapolis, (MN), Dallas/Ft. Worth, (TX), Philadelphia (PA)  
**CATEGORY:** Sales  
**CLOSING DATE:** OPEN UNTIL FILLED

### **BACKGROUND:**

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, technology, and construction industries (among others) 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.

### **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 the sales department. The **Technical Sales** position will play a key role in promoting QAI's services by offering solutions to product manufacturers and designers to show conformance of products with Canadian, US, and international requirements.

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.

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

- Responsible for selling QAI's services to potential clients within assigned unit.
- Become familiar with UL, CSA, and other standards, the US & Canadian standards system, implementation of standards towards product certification, testing, and inspection
- Perform cold calls, send out emails, attend trade shows, association meetings, and other events to develop business and educate potential clients on QAI services and capabilities.
- Identify potential clients via research and networking
- Prepare, issue quotes specifying applicable services, fees and credit terms
- 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 & project assignment
- Support marketing in the development of brochures, newsletters, videos and educational content within the assigned unit
- Other duties as assigned by manager

**QUALIFICATIONS:** The successful candidate will:

- Minimum
  - Technical diploma in related field or equivalent industry experience
  - Have the aptitude for providing a superior level of customer service in a complex and often demanding business environment
  - Demonstrated a strong ability to build internal and external relationships.
  - Excellent written/oral communication skills and superior presentation skills

- Professional with at least 3 years of B2B Sales Experience
- Possess strong working knowledge of MS Word, Excel, PowerPoint
- Ability to work in a fast-paced environment, independently and with team members. **MUST be self-motivated and assertive**
- Ability to travel (~25%)
  
- Preferred
  - Experience working within the testing/certification industry
  - Knowledge of construction products, building or electrical codes, and test methods under ASTM, 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 Technical Sales experience in a service industry and/or B2B environment
  
- Key Technical Competence
  - Ability to listen and understand client's needs, requirements, and expectations.
  - Ability to communicate client needs, requirements, and expectations throughout the organization, as necessary.
  - Ability to identify new business opportunities to contribute to QAI growth objectives

#### 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 (mostly Canada, US travel).

#### APPLYING:

QAI Laboratories offers a competitive compensation and benefits package including base salary and bonus/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 QAI via email at [hr@qai.org](mailto:hr@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.