

**QAI Job Number:** QAI-ELE-Sales-071521  
**JOB TITLE:** Electrical Safety Sales Representative  
**LOCATION:** Burnaby (BC, Canada)  
**CATEGORY:** Sales  
**POSTING DATE:** July 15, 2021  
**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.

QAI has an exciting career opportunity within the sales department. The **Electrical Safety Sales Representative** 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 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
- Prepare, issue quotes specifying applicable services, fees, and credit terms
- Attend/participate in industry tradeshow 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 & project assignment
- Support marketing in the development of brochures, newsletters, videos, and educational content within the ELE department
- Other duties as assigned by manager

**QUALIFICATIONS:** The successful candidate will:

- Minimum
  - Technical diploma in related field or equivalent industry experience
  - Self-motivated, driven, goal oriented, assertive, competitive, extroverted
  - Previous B2B Sales Experience
  - Excellent written/oral communication skills and superior presentation skills
  - Possess strong working knowledge of MS Word, Excel, PowerPoint
  - Ability to work independently and within a team
  - 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.

- 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 the National Electric Code and test methods under CSA, UL, EN/IEC, 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).

**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.

**APPLYING:**

QAI Laboratories offers a comprehensive 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 QAI via email at [careers@qai.org](mailto:careers@qai.org)