

**QAI Job Number:** QAI-Sales-ELE04  
**JOB TITLE:** Sales – Electrical Safety  
**LOCATION:** Burnaby, British Columbia, Canada  
**NUMBER OF POSITIONS:** 1  
**CATEGORY:** Sales  
**POSTING DATE:** May 22, 2017  
**CLOSING DATE:** OPEN

## BACKGROUND:

QAI Laboratories provides testing, inspection and certification of Electrical Products, Building Products, Vehicles and Factory Built Structures. Over the last decade, the QAI name and logo have become increasingly recognized throughout the Certification world resulting in steady growth of our Certification, Testing, and Inspection business streams. We are looking for a talented and motivated individual to fill a position within our Sales Department.

QAI is currently looking for applicants with up to 5 years' experience 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
- Prepare, issue and follow up on proposals 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 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
  - Degree in business or engineering discipline
  - Professional with up to 5 years' of B2B sales experience
  - Excellent written/oral communication skills and superior presentation skills
  - Advanced knowledge of MS Word, Excel, PowerPoint and Access
  - 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, NFPA and other standards.
  - Experience working with diverse teams (engineering, operations, marketing)
  - Possess the ability to read and understand policies, regulations, and standards

**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
- The successful candidate will progress, subject to satisfactory performance, through a 3 month probation and training period

**APPLYING:**

QAI Laboratories offers a generous compensation and benefits package including base salary and bonus/commissions, medical, dental, etc.

Interested? Please submit your resume and cover letter with salary requirements to Frank Buyna via email at [info@qai.org](mailto:info@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.**