

QAI Job Number: QAI-Sales-ELE05
JOB TITLE: Sales – Electromagnetic Compatibility (EMC)
LOCATION: Burnaby, British Columbia, Canada
NUMBER OF POSITIONS: 1
CATEGORY: Sales
POSTING DATE: Mar 27, 2019
CLOSING DATE: OPEN UNTIL FILLED

BACKGROUND:

QAI laboratories is a testing, inspection and certification organization providing services to manufacturers of Electrical Products, Building Products, and other industries. The QAI name and logo are widely recognized throughout the testing and certification world. Presently, we are looking for an Electromagnetic Compatibility (EMC) Business Development Representative to support future expansion of the EMC testing division located in Burnaby, BC.

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 EMC 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
- Perform cold calls, mailings 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 for the EMC department
- Other duties as assigned

QUALIFICATIONS: The successful candidate will:

- Minimum
 - Telecommunication or equivalent diploma or degree in electrical engineering.
 - Self-motivated, driven, goal oriented, assertive, competitive, extroverted
 - Previous B2B Sales Experience
 - Functioning knowledge of MS Word, Excel, PowerPoint
 - Ability to work independently and within a team
 - Ability to travel (~25%)

QUALIFICATIONS Cont'd: The successful candidate will:

- Preferred
 - Understanding of Electrical Engineering, EMC Compliance, FCC Regulation, RF Engineering, Antenna and Propagation
 - 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

- Key Technical Competence
 - Ability to listen to clients 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

APPLYING:

QAI Laboratories offers a comprehensive 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.

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.