

## **Sales Engineer**

Spirax Sarco Canada is looking for a Sales Engineer to join our Calgary location. This is a great opportunity to join a dynamic team in a company with an excellent reputation. At Spirax Sarco Canada, we value our employees and strive to create a culture of learning, growth and success.

### **About the Job:**

The Sales Engineer is responsible for new, consultative business development in the Food & Beverage, Healthcare, Pharmaceutical and Institutional industries. This will be achieved through direct engineering consultants and contractor sales channels. The successful candidate will utilize "Common Sense Selling" techniques to uncover customer pain points and utilize steam expertise to align solutions.

### **Key Responsibilities:**

- Actively prospect for new customers
- Qualify prospective customers using active listening and open questioning
- Monetize solutions in terms of reduced production risk from improved equipment availability, increased production/quality and energy savings
- Align solutions with customer energy sustainability goals
- Utilize Microsoft Dynamics CRM to:
  - Maintain customer contact information
  - Develop, document target account growth strategies and related time bound tasks/activities
  - Create self-generated leads and opportunities as well as associated related tasks, activities and meetings
  - Accurately forecast business by updating opportunities weekly
- Achieve sales targets and support marketing initiatives

### **Minimum qualifications:**

- Degree in Mechanical Engineering or Diploma with relevant work experience
- 3 years' experience with steam systems and products preferred
- Experience in a direct sales model or sales support role
- Experience in serving the Food and Beverage, Healthcare or Pharmaceutical industries is considered an asset
- Experience in heat transfer, controls, and/or boiler house systems would be an advantage

### **About Spirax Sarco:**

Spirax Sarco is the world's leading provider of steam system solutions and the leader in providing expertise, solutions and sustainability to steam users around the world. Our reputation is built on a century of experience and a global presence with more than 1,300 dedicated steam experts in 62 countries.

**What your employment includes:**

We offer a competitive compensation package with excellent health and dental benefits, pension, company vehicle, and exceptional work environment focused on growth and development.

We look forward to hearing from you! Please send your resume to [hr@spirax.ca](mailto:hr@spirax.ca)

We would like to thank all applicants for their interest in the position; however only those candidates selected for an interview will be contacted.

Spirax Sarco Canada is an Equal Opportunity Employer .We are committed to hiring a diverse workforce and sustaining an inclusive culture.

**Notification to Applicants:** Spirax Sarco Canada takes seriously its obligations under the Human Rights Code and the Accessibility for Ontarians with Disabilities Act, 2005 and will provide accommodations to job applicants needing assistance. If you require an accommodation in relation to this job posting, or an interview, please email [hr@spirax.ca](mailto:hr@spirax.ca) and our Human Resources department will respond to your request. Please note that this email is only for those individuals who would like to request an accessibility accommodation as part of the recruiting process.

