



Inside Solution Engineer for Schneider Electric Critical Power, Cooling and IT Portfolio

Adanac Sales takes pride in attracting and retaining the best people in the electrical industry. To do so we focus strongly on employee development, commit to high ethical standards and promote an organizational culture of teamwork with a respectful work environment. We offer a competitive compensation package as well as comprehensive extended health & dental plan and other benefits in addition to ongoing training opportunities. Salary range for this position is \$65-85K per annum plus commissions.

Responsibilities

- Build a foundational knowledge of critical physical infrastructure in the Data Center. Demonstrate a base level proficiency in the elements of cooling, power, racks, cabling, fire protection, asset management and physical security.
- Develop and maintain an in-depth knowledge of product lines and configuration tools represented by Schneider Electric – Critical Power, Cooling and IT portfolio.
- Thoroughly review construction drawings and specifications, including all RFQ/RFP documentation (electrical, mechanical, and communications) to create compliant and competitive solutions.
- Collaborate with sales team to review solution requirements.
- Prepare detailed bill of material reports, technical equipment summaries, specification compliance, submittal packages, and complete quotation packages for sales team, consulting engineers, distributors, contractors, and end users.
- Develop equipment submittal packages for engineering review.
- Provide technical expertise and support during pre and post sales processes.
- Troubleshoot and address technical issues that may arise during the sale (ex. rejected submittal packages from a consulting engineer or supporting a contractor with installation of equipment).
- Understand competitive advantages/disadvantages to ensure the best solution is created.
- Create customized single line diagrams and floor layouts for solutions.
- Attend site visits and extract all necessary information to support the customers critical environment (for ex. UPS upgrade or replacement will require a detailed site visit).
- Prepare scope of work documentation for contractors to summarize what is required to install our critical equipment.
- Develop and maintain technical drawings, specification, and resources in a centralized document repository.
- Create, track and update all sales opportunities with our internal CRM funnel.
- Serve as a liaison between the customer and the manufacturer to successfully manage the product delivery shipment to site.
- Report to Technical Sales Lead (Business Development Rep.) to ensure timely and successful delivery of all sales opportunities from design to installation.
- Maintain a high level of service to existing and new customers: responding promptly to all requests - strong sense of urgency is a must.
- Develop new business with existing clients and/or identify areas of improvement to meet sales quotas.
- Assist with challenging client requests, taking responsibility and issue escalations as needed.
- Support ASP team in business development and marketing activities such as Lunch and Learns.
- Conduct technical training sessions with the Technical Lead.
- Perform other tasks as assigned by the ASP Program Lead
- Observe Company ethical and professional conduct of business policies.

Qualifications:

- Bachelor of Engineering or Applied Sciences degree from an accredited institution (electrical or mechanical), or other relevant education
- 1-3 years as a consulting engineer or sales engineer (Electrical or Mechanical) with a strong technical and design background such as:
 - Consulting Engineer = past work experience at a local consulting engineering firm such as Stantec / AES / WSP / Smith and Andresen / HH Angus / Introba / MCW / etc.
 - Sales Engineer = past work experience designing and selling solutions to the consulting engineering community and construction market
- Familiarity with construction channel, tender processes, and procurement structures
- Ability to review engineering documentation such as drawings, specifications from different construction divisions (ex. Div 23, 26, 27)
 - Strong emphasis on electrical power distribution systems and/or mechanical cooling systems is preferred.
- Excellent problem solving and communication skills (speak to both technical and non-technical stakeholders).
- Strong sense of urgency.
- Ability to work under pressure and deliver on-time in a fast-paced, dynamic environment.
- Detail oriented and capable of delivering high-quality competitive and compliant solutions.
- Proven ability to manage multiple opportunities at a time while maintaining sharp attention to detail
- Proficiency with applications including Microsoft Office products, Adobe, AutoCAD 2D
- Strong work ethic, willingness to go above and beyond the call of duty, positive, energetic, enthusiastic, tenacious, get- things-done attitude, and an unyielding passion for success.
- Target driven and total focus on achieving targets and helping grow business.
- Excellent verbal, written communication, and presentation skills required.
- Self-motivated and disciplined.

Other desired experience/credentials:

- 3D modelling such as Revit
- AutoCAD or similar system
- Experience in the data center/critical environment industry
- Engineer-in-Training (EIT) or P. Eng
- RCDD / DCDC or any other Data Centre related courses

This position may require periodic travel to the USA for Factory Product Training. A valid passport and driver's license are required. All tools such as laptop, cell phone etc are supplied in addition to mileage plan for business use of vehicle, expense account for business related expenses is also included.

If you believe your skill set matches the above description and are an enthusiastic, innovative, passionate and an energetic individual we would like to hear from you! Adanac provides a challenging work environment with growth opportunities. Interested applicants should forward their resume to admin@adanacsales.com

We thank all interested applicants however please note that only those chosen for an interview will be contacted.