



Business Development, Schneider Electric Secure Power 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 \$85-115K per annum plus commissions.

Working in a Sales & Relationship Management capacity, we're looking for a dynamic, motivated, high performing Technical Sales Representative professional, selling Data Centre solutions within the B.C. Market.

This role combines strong technical competency with direct consultation with Mechanical & Electrical Design/Engineering Firms & General/Electrical/Mechanical Contractors in support of positioning the Schneider Electric Secure Power line of products (i.e.: 3PH UPS, Cooling, Racks, PDUs & DC Infrastructure Mgt. SW (DCIM) as the winning solution. The candidate will have previous customer facing Sales experience and be comfortable carrying a Sales Target and will strive to achieve sales targets through the development of self-generated business using existing relationships in the marketplace and by working closely with the Schneider Electric sales force in the region.

The ideal candidate will have a proven track record in sales and new business generation and will understand the technical intricacies of Power Continuity and Cooling and the commercial channels through which they are procured.

High energy, hard working, target focus and a consultative 'value based' selling style are a pre-requisite for the job.

The successful candidate must be a self-starter and a strong closer with multitasking ability.

Key Responsibilities

- Individual contributor with an assigned Territory.
- Leverage relationships and work to build a preference for Schneider Electric Secure Power Solutions (Power, Cooling, Racks & DCIM)
- Develop new relationships to expand the preference for Schneider Electric
- Willingness to travel in Territory in support of cultivating the designated territory
- Work autonomously to prospect and develop new business, creating and maintaining a robust pipeline, actively driving opportunities toward a close
- Applying your strong technical, project management, and business skills, you'll manage all aspects of the prospect evaluation process, and ensure a smooth and successful transition (externally and internally) from sales process to service delivery
- Respond to customer needs promptly by identifying applicable solutions, attending site visits/meetings, generating proposals and closing orders
- Assist in preparing technical specifications, submittal drawings, and review external specifications to identify and highlight opportunities for the represented products and solutions
- Take lead on Tender submissions, RFQs/RFPs, in coordination with Schneider Electric Sales, Inside Solution Engineer, Product Specialists, Engineering and Accounting
- Following up with leads from new prospect inquiries; building and nurturing profitable, long-term customer relationships

- Maintain a high level of service to existing and new customers: responding promptly to quotation requests, after sales service as well as introducing new products to accounts where applicable
- Evangelize, train, develop, and mentor customers by attending local tradeshow, events, and providing presentations to clients including consulting engineers, contractors, end users
- Maintain sales reports regarding district activities and results, to demonstrate activities and outcomes align with Business plans and objectives
- Maintain involvement on turnkey projects, demonstrations and other customer related projects to meet deadlines and budgets
- Possess and maintain an in-depth knowledge of product lines represented by the company
- Perform other tasks as assigned by the Principal
- Observe Company ethical and professional conduct of business policies
- Periodic travel outside of the key region into surrounding regions may be required

Qualifications:

- The candidate will possess a technical degree (ie. BSc in Electrical, Mechanical, Computer Engineering or equivalent engineering degree, or RCDD) with experience in designing mission critical solutions. Alternatively, candidate may be a Red Seal Electrician or equivalent.
- Professional Engineering or Technician designation an asset.
- Have a minimum of 5 to 7 years of previous working experience with Design / Consulting firms and Contracting firms that would typically be engaged in solutioning, selling and installing IT solutions (UPS & Cooling Solutions, IT Racks & DCIM).
- Strong working relationships with distributors, contractors/installers and end users
- 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
- An outside the box, pro-active approach to self-generate new business through activity, referrals and networks
- Experience in engineering design related to commercial buildings and facilities
- Familiarity with high availability facilities, Mechanical and Electrical Distribution design, and operations
- Familiarity with data centre design best practices
- Familiarity with ASHRAE TC9.9, TIA-942, Uptime Institute Tier Ratings an asset.
- Familiarity with construction and procurement structures
- Proficiency with applications including Microsoft Office products, Adobe, AutoCAD or other CAD software.
- Ability to comprehend architectural, structural, communications, security, mechanical and electric schematic drawings and documentation
- Excellent verbal, written communication, and presentation skills required
- Willingness to travel within Canada and periodic travel to United States
- Continuously develop and expand technical and interpersonal skills
- Valid Driver's License
- English-speaking with French speaking being a definite asset

This position may require periodic travel to the USA for Factory Product Training. A valid passport and driver's license are required. A late model vehicle is required for this position. 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 are 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.