

Prime Engineering is looking for a motivated, energetic product & services sales representative with a strong background in, and understanding of, power systems and distribution. We are seeking a sales representative that has excellent people skills, business development acumen and attention to detail. This is a great opportunity to join a dynamic company in the growing industry of electrical power and distribution systems.

With a reputation for customer service excellence, Prime Engineering specializes in taking on unique challenges and delivering creative independent power solutions across BC. Our experienced staff deliver top quality electrical designs and field services with a focus on the design, supply and commissioning of electrical distribution projects.

If you thrive in a fast-moving environment, like working independently on challenging and diverse projects, and want to work within a culture that values creative problem solving, you'll love working at Prime.

Prime Engineering is a full-service electrical engineering firm, specializing in equipment design and commissioning. Our staff consists of engineers, electricians, technicians, drafters and designers. We provide our customers with Low, Medium and High Voltage Electrical Equipment. We manufacture and supply unit substations, electrical switchgear and control panels by integrating only the highest quality and industry proven equipment and manufacturers into our designs. In addition we offer:

- Power System Protection and Electrical Designs
- Control and Automation System Designs
- Power System Studies: Load Flow, Coordination, Short Circuit, Arc Flash, motor starting and Ground Grid
- Acceptance and Maintenance Testing and Commissioning
- Project Quality Assurance Programs

What Prime Offers:

- A company committed to a culture of problem-solving, relationship building, excitement for the work, and humility
- An opportunity to participate in challenging, solutions-based, client-facing work
- A competitive compensation package
- Group insurance benefits including health, dental, vision, EAP, life, AD&D, and LTD
- Group RRSP plan
- Sponsored social events
- Mentorship and professional development
- Great colleagues

Sales Representative Duties

We are looking for a product and services sales representative to cover both inside and outside sales duties across British Columbia with a focus on services related projects in the Lower Mainland. The successful candidate will:

- Review project specifications
- Create proposals and takeoffs as required for new opportunities
- Develop new business opportunities
- Liaise with vendor and industry partners
- Initiate internal job opening procedures and kick off meetings
- Assist in the negotiation of terms and conditions for commercial agreements
- Provide regular reporting on customer feedback, opportunities and market situations to company stakeholders
- Regularly maintain and update our corporate CRM
- Review company brochures and marketing materials for accuracy and applicability
- Business travel as required; all travel must be pre-approved by Director

This description is not a comprehensive listing of activities, duties or responsibilities that may be required. Other duties, responsibilities and activities may be assigned or may be changed at any time with or without notice.

What We Are Looking For:

- 5+ years of field experience in the installation, testing and/or commissioning of low and medium voltage systems
- 2+ years of direct and applicable sales experience with electrical services is preferred
- High level communication, stakeholder management, and conflict resolution skills
- Someone who is excited by the opportunity to maintain/promote existing clientele and pursue new business opportunities.
- Someone with the technical knowledge to successfully investigate, recommend and develop new business opportunities and meet the sales goals
- A team player who will represent themselves, and Prime, in a positive way both internally and externally
- A person who is comfortable with possibly needing to travel on a regular basis

For a look at the complete job description, visit our careers page: <https://www.primeeng.ca/careers/>