



Position Title

Senior Technical Sales Engineer

Position Location

Richmond, British Columbia

Job Summary

The role of the Senior Technical Sales Engineer is to search for new clients who benefit from company products or services, while maximizing existing client potential in designated regions and developing long-term relationships through managing and interpreting requirements.

Key Responsibilities

- Introducing clients to products and/or services which best satisfy their needs in terms of quality, price, and delivery
- Negotiating tender, contract terms and conditions to meet both client and company needs
- Developing client quotations and administering client accounts
- Providing pre-sales technical assistance, product education, and after-sales support services
- Analyzing costs and forecasting sales for head office reporting
- Meeting regular sales targets and coordinating sales projects
- Supporting marketing activities by attending trade shows, conferences and other marketing events
- Making technical presentations and demonstrating how a product meets client needs
- Liaising with members of the sales team and other technical experts
- Helping with the design of custom-made products
- Providing training and producing support material for members of the sales team

Qualifications

- Minimum 10 years' experience in mining and oil and gas in BC and Alberta
- Engineering or Business Degree
- Excellent written and oral communication skills
- Top notch presentation skills
- Ability to understand and learn the technical aspect of STT Enviro Corp's product line: Liquid Storage, Trans loading Frac Sand Facilities and Systems for different chemical reagents (such as lime, soda- ash, cement)

How to Apply

Email a covering letter and resume to the hiring manager, Alex Anton: aanton@sttenvirocorp.com
resumes without covering letters will not be reviewed.

About STT Enviro Corp

STT Enviro Corp offers competitive salaries and benefit packages. If you are a driven individual looking to be able to make a difference in your workplace and pursue growth for yourself and the organization, then please get in touch with us. As a growing company there are many opportunities for advancement for those who can excel and bring value to the company.

Learn more at sttenvirocorp.com/careers

