

Job Description

Project Sales Engineer (Specialist)

PHOENIX CONTACT Ltd.
8240 Parkhill Drive
Milton ON L9T 5V7
Phone: 800.890.2820
www.phoenixcontact.ca

Locations: Alberta: Calgary
Ontario: Central

Position Requirements:

The successful candidate will:

- Identify, pursue and gain specification position on projects for Control and Industry Solutions products and systems in target industries.
- Achieve control and industry solutions sales targets by managing projects to purchase commitment.
- Meet/exceed position objectives as established by Sales leadership.
- Be proficient in selling and have proven track record of ability to build strong customer relationships, particularly with engineering consultants, end users and system integrators.
- Differentiate Phoenix Contact from other component vendors by building “partner” relationships with customers.
- Demonstrate technical competence on all products/solutions within area of focus.
- Have in-depth knowledge of process related products in the areas of; automation, instrumentation, wireless and networking.
- Be responsible for project identification and gaining specifications for Phoenix Contact solutions at assigned A&E's, E&C's, and centralized end user engineering facilities within assigned geography.
- Serve as a consultant on all applications and corresponding Phoenix Contact solutions and technologies, including a working knowledge of our Automation solutions that are applicable to the engineering community.
- Work closely with Canadian Head Office Marketing to aid in the development of field presentations and application notes.
- Develop and implement effective sales plans across a geographic territory as defined by Regional / Divisional Manager.
- Work jointly with EPCs to coordinate project tracking and ultimately closing the sale.
- Conduct product and technology seminars (in-person and web-based) as necessary at assigned account base.
- Fully utilize the CRM system as a communication, reporting, measurement and tracking tool to enhance productivity.
- Continue personal development through an effective skill building program as determined by Divisional Manager and the Human Resources Department.
- Have active involvement in industry related associations.



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Qualification Requirements:

- Four-year degree. Engineering/technical focus degree preferred.
- 3 to 5 years' minimum sales experience in similar position within our industry preferred.
- Knowledge of Phoenix Contact, industry, markets and service solutions an advantage.
- Proficient with a computer and Windows based applications (Word, Excel, PowerPoint).
- Superior written and verbal communication skills.
- Excellent presentation skills.

Essential Job Requirements:

- Must have a valid driver's license and be able to operate an automobile for up to six hours at a time.
- Must be able to travel via air as required
- Must be able to lift a minimum of 50 lbs (sample, demos, literature).
- Must be able to travel overnight + 30% as dictated by assigned territory.
- Comply with company dress code guidelines.
- Timely reporting of expenses, sales call activity, and opportunity tracking (not to exceed two weeks).
- Attendance in accordance with company policies and participation in local, regional, and (inter)national meetings.

Awarded one of Canada's best workplaces, we recognize people as our most valuable resource. We are an equal opportunity employer.

To apply for this position:

Interested applicants are invited to forward a resume, in confidence to:

The Human Resources Department – CAHR@phoenixcontact.ca