

**Job Title:** Sales Engineer

**Company / Department:** **BCCA / Arkos** Customer Project Solutions (CPS - Blue STREAM)

**Reporting to:** Director of Technical Solutions, NAM

**Main responsibilities and tasks:**

**Key Tasks & Accountabilities**

- Responsible for the overall growth of upgrades and revamp projects through the development of technical solutions and commercial offerings.
- Work in conjunction with the CPS and Sales teams to ensure the scope definition, cost estimation, delivery time and the preparation of detailed technical proposals are completed accurately for all upgrade & revamp projects.
- Responsible for initiating the order and transfer of received purchase orders to execution phase.
- Interface with customers and all required departments, including the Sales and Execution teams, during all phases of the project.

**Key Responsibilities**

Technical

- Act as the primary liaison with customer for the resolution of technical matters and the development of offerings for customer projects by interpreting specifications and design requirements and developing those into an engineered solution.
- Focus on the elimination of the root causes of the compressor failures in order to determine optimum solution to the customers' problem and identify any necessary modifications of the compressor.
- Prepare technical information for new projects to customers' specifications.
- Develop solutions for compressor upgrades & revamps; determine improvements by analyzing cost-benefit ratios of equipment, supplies, or service applications in customer environment and engineering or proposing changes in equipment, processes, or use of materials or services.
- Participate in the development of new products and services.
- Participate in the development or review of internal processes.
- Participate in on-site Compressor System Inspection Survey projects.
- Prepare sales engineering reports by collecting, analyzing, and summarizing sales information and engineering and application trends.

Commercial

- Develop close working relationships with key customers' technical contacts, ensuring that business opportunities are recognized and responded to appropriately at an early stage.
- Follow up on issued offers and technical proposals.
- Participate in the negotiation of contracts for compressor upgrades and revamp.
- Participate in client/contractor meetings and resolve client/engineering project issues.

	Rev.	Dat.	Sig.	Ersatz für	
Erstellt / Prepared		20.02.2020	COSTA_P	Replacement for	Seite 1 von 2 Page 1 of 2
Überprüft / Reviewed		20.02.2020	GRASSER_D	Revision	
Freigabe / Approval DVS		20.02.2020	COSTA_P	vom / date	

### Additional Responsibilities

- Ensure personal knowledge of reciprocating compressor and process is at a level to appropriately support clients.
- Provide training sessions to clients as required.
- Participate in the presentation of the company portfolio at Technical Conferences.
- Attend various meetings, represent the NAM region and present previous actions completed, new actions required, updated CRM and open issues/red flags.
- Other duties as assigned.

### Education/ experience / languages:

- Technical background in a related Engineering field, or Mechanical Engineering Technology with a P. Eng. designation is preferred.
- 5+ years of experience in gas compression or rotary equipment industry.
- Strong mechanical aptitude with hands on collaborative approach with design and finding technical solutions.
- Strong financial management skills including budgeting, forecasting and cost management.
- Good understanding of contract law and lien legislation.
- Highly detail-oriented with expert level of organization and time management skills.
- Excellent communication skills that promote long-term mutually beneficial relationships with all stakeholders.
- Exceptional ability to positively influence, negotiate and manage conflict.
- Proficient with Microsoft Office Suite, particularly Outlook, Word PowerPoint & Excel. Previous experience with SAP would be considered an asset.
- Proficient in English

### Special requirements:

- This is a full-time, permanent position based on a 40-hour workweek with frequent business travel required within Canada, USA and internationally.
- Valid driver's license and passport is required.
- Residency or appropriate entry VISA.
- This position is required to attend periodic technical training as assigned.

### Key performance indicators (KPI's):

- Invoiced Sales
- Order intake
- Opportunities in CRM

### Optional:

\_\_\_\_\_  
Place / Date

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Employee Signature

	Rev.	Dat.	Sig.	Ersatz für	
Erstellt / Prepared		20.02.2020	COSTA_P	Replacement for	Seite 2 von 2 Page 2 of 2
Überprüft / Reviewed		20.02.2020	GRASSER_D	Revision	
Freigabe / Approval DVS		20.02.2020	COSTA_P	vom / date	