

JOB DESCRIPTION

POSITION **ITS Sales Engineer**

People: Our Strength, Our Future

A career at Black & McDonald will grant you the opportunity to contribute to our culture of continuous improvement, help reinforce our values and shape our contribution to community, and drive our continued success. Our vision is to be the best company to work for; the best company for safety, quality and value; the best company for customer service; and the best company for technical expertise.

Position Summary

The ITS Sales Engineer is responsible for the product presentation, regular follow up with existing and potential clients, proposal preparation and attending conference and trade shows for ITS Department Southern Ontario Utility Region. ITS Sales Engineer is responsible for establishing and maintaining excellent relationships with internal and external stakeholders in order to achieve growth and sales targets set out by the ITS Department Southern Ontario Utility Region.

Duties & Responsibilities

- Implementing strategic sales plans in the applicable geographic area into new or existing market segments
- Perform product presentation for potential clients and prepare proposal for RFP or any other type of tender
- Design and implement a strategic business plan that expands company's customer base and ensure it's strong presence
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
- Present sales, revenue and expenses reports and realistic forecasts to the management team
- Identify emerging markets and market shifts while being fully aware of new products and competition status
- Ensure accuracy and conformance with Black & McDonald's approach to business and brand guidelines
- Managing conferences and trade shows for ITS and Smart Cities within North America including booth registration, promotion materials preparation and invitation

Competency Requirements

- Change Orientation (*open to change and the ability to identify where it is needed and how to make it happen*)
- Communicates Effectively (*verbally and in writing*)
- Multitask & Prioritize (*ability to juggle multiple tasks and prioritize importance*)
- Continuous Learning (*ongoing effort to learn and contribute to the learnings of others*)
- Customer Focus (*understand the needs and perspectives of both internal and external customers*)
- Holds Self and Others Accountable (*take personal responsibility to meet commitments*)
- Problem Solving and Innovation (*ability to approach problems logically and seek innovative solutions*)
- Teamwork and Collaboration (*work cooperatively and collaboratively with others*)
- Values and Respects Others (*encourages and supports diversity*)

Education & Skill Requirements

- Degree in Traffic /ITS Engineering, Marketing, Business, or related discipline
- IMSA certificate is an asset
- Minimum of 5 years of sales experience in the construction field as a sales representative or sales engineer, consistently meeting or exceeding targets
- Experience with sales proposals, financials and project development
- Strong presentation, and relationship-building skills.
- Success translating business strategies into sales strategies and supporting tools/processes
- Excellent English verbal and written communication skills
- Strong business sense and industry expertise
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization
- Proven ability to drive the sales process from plan to close
- Committed to continuous education through workshops, seminars and conferences
- Proficient in Microsoft Word, Excel and Power Point

Please send your resume to ashokraei@blackandmcdonald.com if you are interested in this unique position.