

Position: Senior Sales Engineer- Utilities Industry experience required

Salary: Base of \$80-90K plus bonus structure up to 40% of annual salary, company car, 100% paid benefits, pension plan

Location: Mavis Rd./401

Job Requirements:

BS Engineering with 5 or more years experience in sales/marketing dealing with Utilities and Distributors in Ontario

Ability to travel between 30/40% of time.

Our client, Cooper Power Systems is a global manufacturer of world-class power delivery and reliability solutions for the utility industry with 2010 revenues of approximately 1.2 billion. They have an immediate opening for a Senior Sales Engineer for the Toronto market who has a track record of exceeding sales expectations in the utilities industry in Ontario.

In this role you would be responsible for representation of power systems within the assigned territory maintaining contacts with established customers and distributors for the purpose of selling a wide range of electrical equipment from highly complex, technical protection and control equipment to standard installation equipment representing the company's complete line of electrical distribution and transmission products.

Customers are with the utilities engineering, purchasing, operations and supply chain planning departments as well as executive contacts at utilities and distributor principals. Only candidates who have 5 or more years of developing and maintaining sales and marketing relationships in the utilities industry in Ontario will be considered or contacted.

Candidates must have a proven track record dealing with all level of utilities and distributor personnel to sell and support products as well as to understand the customer's business needs.

Candidates must have experience developing and executing sales plans within the utility industry in Ontario to meet orders, share, revenue, margin and expense budget objects and for creating and implementing short and long terms sales strategies for all product lines to exceed growth objectives, identify new business opportunities within sales territory and direct and develop tactical sales plans, forecasts and updates to take advantage of opportunities.

Other responsibilities include promoting and managing EAS products and projects (i.e. Cybectec for Hydro One)

Please forward a cover letter highlighting your achievements and a resume to kris@idealphersonnel.com

We wish to thank all candidates but will only be contacting those who match all the requirements listed in the posting.