



Industrial Automation & Control Technical Sales Specialist

AWC provides turnkey process solutions from distributing world class manufacturers such as Toshiba to designing and manufacturing custom electrical control panels in our CSA approved electrical shop.

We service valued clients in a variety of industries - oil and gas, mining & metals, pulp & paper, water & wastewater, and chemical.

Our highly skilled team of electricians, designers, and programmers work with clients from project conception to completion and aftersales support - for the entire lifecycle of the equipment.

We understand that no two control systems are the same and we work closely with our clients to tailor the solutions best suited for their needs.

Located in Surrey BC, we are a fast-growing company with a talented team of experienced professionals, who take pride and ownership in their work, embrace an entrepreneurial spirit, and are passionate about making a difference.

We have an exciting opportunity for an Industrial Automation & Control Technical Sales Specialist to join our sales team.

Responsibilities

Our ideal candidate will:

- Partner with sales team to define and meet/exceed clients' needs. Identify viable leads, promote business development opportunities, manage prospects, and build a sustainable pipeline to increase sales.
- Deliver effective presentations to customers in varied geographical locations to gain customer engagement, provide technical expertise, address customer requirements/issues, and recommend optimal solutions.
- Offer technical expertise/advice for proposals, technical bids, pricing options, cost estimates, and contractual terms/conditions.
- Partner with internal/external key stakeholders (e.g., engineering, fabrication, CAD, suppliers) and customers to develop conceptual design of control panels, MCC equipment layouts, VFDs, switchgear, and system designs. Recommend equipment selection, sizing, processes and specifications to meet customers' needs.
- Review electrical equipment data sheets, drawings, and documents for quality, accuracy, and approval.
- Update and manage sales quotes and data on CRM platform. Prepare accurate and timely reports.
- Offer technical service support to customers, including field services. Travel approximately 20% to 30% of time.



Qualifications:

- Three (3) years experience with industrial control systems and panel design or five (5) years of technical sales experience within the industry.
- Post-secondary education in Electrical, Automation & Instrumentation or relevant discipline.
- Experience with a variety of PLCs, SCADA, DCSs, HMI, Servo, VFDs, Industrial Communication Networks
- In-depth knowledge of product applications in the electrical industry, including reading and creating wiring schematics.
- Proficiency with MS Office Suite and hands-on experience with CRM systems.
- Excellent communication (verbal & written), interpersonal, and customer service skills.
- Strong planning and organizational skills, including attention to detail.
- Strong analytical, problem-solving and decision-making skills.
- Ability to work independently and within a team environment.
- Ability to travel 20%-30% of time.

Benefits:

Industry Leading Compensation Packages. AWC has developed a compensation package for each position that rewards employees for hard work and results. From base salary to group benefits to position specific perks, team members are rewarded for their part and contribution to the growth of AWC.

Professional and Personal Development. AWC is a strong believer in lifelong personal and professional growth and development. We support all team members who want to reach their full potential. A healthy mind and heart lends to a healthy contributor to the success of the company. As such, AWC also provides subsidies for various fitness passes or activities for their activity of choice.

Work Hard, Play Hard. At AWC, we have a love for life and a love of what we do. We are certainly a fun place to work, with company sponsored monthly social nights, and other team events throughout the year. We are a fast-growing company where challenging assignments are just part of everyday work. The AWC team is committed to maintaining a professional environment while connecting with every member on a personal level.

HOW TO APPLY

To apply, please forward your resume and cover letter to careers@awcsolutions.ca

We thank all applicants in advance, however, only those selected for an interview will be contacted.