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## ENERGY EFFICIENT LIGHTING - ENERGY MANAGEMENT - LIGHTING MAINTENANCE

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### **ENERGY NETWORK SERVICES**

Energy Network Services is the largest turn-key lighting service provider in Canada. Operating programs for national and regional clients for energy efficient lighting, control systems, lighting maintenance projects and Electric Vehicle (EV) design and installations. We lead in the provision of innovative and cost-effective services for improving energy performance for commercial, industrial, retail, and institutional facilities in both the private and public sectors.

### **TECHNICAL SALES CONSULTANT**

The Technical Sales Consultant will be assisting companies meet sales goals and expand its customer base. Their duties include suggesting products to customers, offering upgrades, and reminding people about the benefits of doing business with ENS.

**LOCATION:** Port Coquitlam, BC

### **DUTIES AND RESPONSIBILITIES**

Sales Consultant explain pricing, process payments, and help customers predict maintenance and electricity costs.

Duties and responsibilities may include:

- Researching ways to reach new markets
- Helping customers design custom products or machinery
- Meeting with marketers, product developers, and executives to help create sales strategies
- Using software to record sales, customer contact and shipping information, and other data
- Calculating bill amounts and creating bills or invoices
- Informing customers about financing options, production capacities of different types of machinery, and other details
- Travelling to make sales presentations to business clients
- Design and implement a strategic business plan that expands company's customer base and ensure its 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
- Track, analyze, and communicate key quantitative metrics and business trends as they relate to partner relationships
- Manage month-end and year-end close processes



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### QUALIFICATIONS

- Bachelor's degree in Business or similar field (or additional experience in lieu of degree)
- Proficient with MS Office Suite
- Pre-existing knowledge base of lighting and lighting systems.
- General knowledge of Internet of Things (IOT) controls and smart control concepts.
- General knowledge of EV vehicle infrastructure concepts
- Committed to continuous education through workshops, seminars, and conferences
- 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
- Strong business sense and industry expertise
- Valid drivers license
  
- **JOB TYPE:** Full-time
- **BENEFITS:** Health and Dental

### HOW TO APPLY

Please submit your resume to [BCinfo@ensinc.ca](mailto:BCinfo@ensinc.ca) with **TECHNICAL SALES CONSULTANT** in the subject line.