

OPPORTUNITY

POSITION: Instrumentation Specialist – Edmonton

REPORTS TO: General Manager Western Region

AVAILABLE: Immediately

The Instrument Specialist position will involve both direct account management as well as product management. With regard to account management, the specialist will work with our Account Managers to build relationships with strategic accounts to the point where they choose Levitt as their primary supplier of Instrumentation equipment. The Specialist will also work with resellers to increase our instrument sales. Be, and be seen as a problem solver in targeted industries (consultative selling) by finding ways to help improve occupational safety and environmental programs. Work in coordination with and with direction from the Instrument Manager and Regional Inside Technical Support Specialist to promote specific Instrumentation products and programs in the territory. The successful candidate will be both aggressive as well as methodical in his/her approach, organized, be a leader as well as a team player, be a good listener and logical and systematic in their approach to problem solving.

DUTIES AND RESPONSIBILITIES

Planning: With input from the Sales Manager, develop a detailed and results-focused sales and expense budget/plan each year, focusing on the next year. Sales plans will be product and job/customer specific. Review the plan quarterly and update as required.

Customer Relations: Gain a thorough understanding of the customer including their processes and key personal. Meet with the customer to build relationships towards becoming their primary supplier of Instrumentation equipment in our field.

Product Solutions: Educate customers to specify and buy Levitt represented products Levitt solely from Levitt-Safety. Alone, with Suppliers or Manager, evaluate hazards/opportunities for improvement to determine customer product needs then advise them of the best solution. May include providing training to customers on products that have been sold to them.

Proposals/pricing: Research and write proposals, respond to customer quotation requests.

Paperwork: Complete monthly summaries, and expense reports.

Learning/Training: Attend sales meetings, gain product knowledge, attend training sessions, reading, and self-improvement. Assist with the training of junior sales and Customer Service employees as required.

Education & Experience

Undergraduate degree in Science, Engineering or like degree.
Five years or plus experience in the Instrumentation industry
Experience in Industrial Hygienist or environmental sampling an asset
Knowledge of TREND/Customer Marketing
Must be computer literate (MS Office, Word, Excel and Outlook)

If you are interested in this position please e-mail resume citing Job #LM1003 via e-mail to hr@levitt-safety.com or fax to 905-829-5422