



Position: Compressor Room Solutions Product Specialist

Location: Coquitlam, BC

- Exciting opportunity for an experienced technical solutions specialist looking to join a market leader
- Be challenged at work every day in a role where no two days are the same
- Join a team-based culture and enjoy great benefits, including flexible group extended health, dental and life insurance, health and wellness spending accounts and Group RRSP Matching Program

About the Organization:

Skeans Pneumatic and Automation Inc. is one of Western Canada's leading distributors of Pneumatic & Electrical Automation and Compressor Room Systems solutions, with six full-service locations in British Columbia, Alberta, Saskatchewan and Manitoba.

For 50 years, our family owned and managed company has provided automation and compressed air solutions to a diversified industry base across Western Canada.

Whether our clients need a compressed air energy audit, special pneumatic cylinder designs, electric actuation, robotics, optical sensors or machine safety systems, we have the right solution! To learn more about us, please visit our [website](#).

About the Opportunity:

Skeans Pneumatic and Automation Inc. has an exciting opportunity for a **Compressor Room Product Specialist** to join our team based out of Coquitlam, BC. In the BC territory, you will be responsible for developing relationships with customers, engineering firms and developers to provide compressor room solutions with product and application sales.

With clear communication and exceptional customer service orientation, this dynamic position focuses on understanding the customer's operating environment and fulfilling timely current and future solutions. As a dedicated learner, you will establish strong technical knowledge through internal and supplier led product training.

You will also be required to use your strong organization and interpersonal skills to carry out the following duties:

- Take initiative to investigate new sales areas/business development: with current customers, new products, and new accounts
- Maintain Customer Relationship Management (CRM) system utilizing the "funnel" system of tracking customer projects, reporting on their progress.
- Create Return on Investment (ROI) calculations to show customer value
- Initiate and complete sales quotations or proposals for customers
- Support the technical outside sales team with leads and inquiries

This is the perfect opportunity for candidates with 2-3 years' experience in a territory sales role with strong compressed air knowledge. A Post-Secondary degree in Mechanical Engineering, Millwright, Trade Apprenticeship or similar will be considered an asset.

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Our ideal candidate will have demonstrated experience in preparing and delivering technical proposals and demonstrations for customers, while working independently and collaboratively with our technical sales and applications team. Excellent technical and mechanical aptitude, as well as a great positive, can-do attitude will set you up for success in this exciting and dynamic role. This position requires some overnight travel and the ability to travel to the USA for supplier training.

Our close-knit team at SKEANS all strive to embody our values of: Integrity, Trust, Knowledge, Respect, Teamwork, Consistency, Family, Commitment, and Fun and ideally our successful new candidate will do the same.

About the Benefits:

In exchange for your hard work and dedication, you will be rewarded with a **competitive remuneration package** based on your skills and experience. You will also receive a great range of benefits, including:

- Comprehensive group insurance
- Extended group health and dental benefits
- Healthcare and Wellness Spending Accounts
- Group RRSP Matching Program
- Comprehensive internal and external training programs
- Continuing Education support

If you enjoy working in a fun, team-based environment, working with a leader in the compressor field and possess the drive to take on an exciting new challenge - Apply Now!

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