

Atlantic Purification Systems Ltd. (APS)
Technical Sales Representative/Engineer
Environmental Systems (On-site Treatment Market)
Dartmouth, Nova Scotia

APS is an established municipal, industrial and commercial equipment supply company based in Dartmouth, NS, and Dieppe, NB., that is celebrating 50 years of service to the Atlantic Region marketplace in 2020. We have an immediate opening in our Water & Wastewater Environmental Equipment Division for a technical sales engineer or experienced technical sales representative. As a member of our environmental team, this position will work closely with our senior engineer to assist engineers, developers, owners and contractors with the design, installation and on-going operation of equipment provided to the onsite treatment industry in the Atlantic Provinces.

Responsibilities will include but not be limited to:

- Service and maintain the existing customer base while developing new accounts in the Municipal, Industrial, Commercial and Residential water and wastewater treatment markets;
- Review and evaluate tenders and customer enquiries to identify sales opportunities for APS manufacturer equipment and services;
- Liaise between equipment manufacturers, owners, developers and engineering consultants to develop process equipment requirements and specifications, design layouts, tender drawings and specifications and equipment operating manuals for equipment supply requests;
- Prepare and submit equipment or treatment system preliminary, budget and firm supply proposals and equipment bids and quotations to meet customer enquiry or tender deadlines;
- Preparation of submittal documents, start-up reports and operating manuals for engineer and owner review and approval;
- Provide installation instructions and oversight assistance including equipment start-up and commissioning services to engineers, owners and installing contractors;
- Conduct customer site visits for equipment installation or start-up, or to assess or address system performance, troubleshoot issues or assist with rationalizing expansion or upgrade requirements;
- Attend regional and international trade shows, manufacturer training seminars, etc. to liaise with customers, manufacturers, regulators and/or any other industry stakeholders;
- Undertake periodic travel to equipment sites in Atlantic Canada, manufacturers in North America, etc. as required to provide customer support services, attend market conferences or seminars, or participate in manufacturer or technology training.

The successful candidate will:

- Be highly organized with superior written and verbal communication skills;
- Be capable of managing multiple priorities under sometimes tight timelines;
- Demonstrate initiative in managing day to day activities such as developing leads and opportunities, managing priorities, maintaining customer loyalty, solving customer or equipment issues, or enhancing sales or related documentation processes and procedures;
- Be capable of working unsupervised, independently, or in conjunction with environmental team coworkers, as dictated by any project scope and requirements;
- As a member of a diverse company, with several Divisions, realize the necessity to be flexible and co-operative in responsibility areas, to assist other Divisions when necessary and ensure the overall success of the company;
- Be capable of establishing positive and consistent working relationships with co-workers including: management; sales; credit and collections; accounting; expediting; warehouse; shipping/receiving and reception personnel;
- Be capable of establishing and maintaining good working relationships with our customers and manufacturers;
- Be capable of undertaking flexible work hours where deadlines, priorities, travel or sales and marketing activities and initiatives require extended or irregular hours;
- Have a valid driver's license and be available to travel periodically in Atlantic Canada to job sites or customer locations and occasionally to North American manufacturer locations;

Required Skills:

Computer Proficiency:

Demonstrated experience or capability in areas such as:

- MS Windows platform using MS Office Suite (Particularly MS Word, Power Point, Publisher and Excel);
- Document compilation and handling with Adobe Acrobat;
- Modern communications systems including email, text and today's social media platforms;
- Drawing and mark-up programs such as Paint and Power Point and CAD utilities and programs is an asset;
- Experience with corporate accounting, inventory and order entry systems would be an asset.

Communications

- Excellent verbal communications skills are a necessity to effectively liaise on the phone, in web sessions, and in face to face meetings with a wide customer base that includes: engineers, architects, consultants, provincial & municipal officials, equipment manufacturers, designers, developers, owners, installers, operators, and service providers;
- Demonstrated ability to communicate effectively and appropriately in written form including proposals, letters, emails, text or on current social media platforms to the same stakeholders;
- Ability to compile detailed written summaries and reports (including documentation, tables, illustrations and photos) as required to outline site visit summaries, start-up or commissioning reports, installation instructions, etc. for project stakeholders;
- Experience, and a level of comfort, with speaking in public for meetings, technical presentations, training sessions, site meetings, etc.;
- Ability to conceptualize, draft and compile brochures, product lists, promotional flyers, etc. as needed to promote equipment and manufacturers.

Education/training/previous experience:

- BSc Engineering preferred or related engineering or environmental technologist diploma and field experience water/wastewater treatment equipment operations, onsite sewage treatment, etc.;
- Knowledge of, or experience with, water and/or wastewater systems is an asset;
- Knowledge, and/or experience working in, the Atlantic Region water and wastewater industry and market stakeholders would be an asset;
- Previous engineering, consulting or related technical experience would be an asset;
- Experience with mechanical or electrical systems or controls would be an asset;
- Previous sales experience would be an asset.

Salary commensurate with education and experience. We thank all applicants for their interest; however, only those candidates selected for an interview will be contacted.

Interested persons should reply in confidence to: cathy@aps.ns.ca (RE: Technical Sales Representative)

Atlantic Purification Systems Ltd. is a family owned sales and service business, situated in Dartmouth, NS, that has been successfully serving the municipal, industrial and commercial markets in Atlantic Canada since 1970. APS works with consultants, contractors, municipalities and industry to provide and support state-of-the-art equipment solutions for water and wastewater treatment, water quality analysis and testing, pumping and fluid handling, compressed air and painting & sandblasting. APS is also one of the primary distributors in Atlantic Canada of wholesale equipment to contractors and service companies involved in residential and commercial water conditioning. For more information visit APS at www.aps.ns.ca