



**Job Title:** Technical Sales Engineer  
**Reports to:** General Manager

### Position Summary

The Technical Sales Engineer will be responsible for driving sales growth for Westbay Instruments via direct end user sales. This person is expected to use their sales, applications, and engineering knowledge to grow sales of the company's products in the following markets: environmental, water basin management, geotechnical, geologic repository, and unconventional oil applications. The ideal candidate will have proven experience in one or more of these market areas: regulators, well drilling companies, consultants, and owners. The position will include travel in support of Westbay marketing and sales in North America with some international travel. The successful candidate will be a good communicator and be effective in sharing details with the various Westbay stakeholders to ensure proper reporting and project execution. Based in Burnaby BC, the position will report directly to the Company's General Manager.

### Key Responsibilities

- Drive day to day sales. Own, manage and exceed sales targets;
- Maintain open communication with all clients in the pipeline to generate orders, monitor project approvals and schedules;
- Expand and focus within key verticals by leveraging new and existing relationships;
- Maximize field and customer facing time coupled with key industry events and opportunities;
- Assist with social media and marketing activities to help build the Westbay brand;
- Partner with distributors, and influencers within academia, industry, science and key verticals;
- Negotiate, set realistic expectations, and project lead times with the Operations Manager;
- Develop and maintain an accurate sales pipeline and sales forecast;
- Maintain up to date knowledge of Westbay products and services;
- Lead client contact for all key client matters and ensure client success is achieved;
- Work with internal teams and division support and leadership;
- Prepare regular reports of progress and forecasts to internal stakeholders using key account metrics.

### Experience, Skills and Education

Required:

- Candidate must be a Canadian citizen or eligible to receive a work visa for Canada with no restrictions for international travel;
- Minimum of 4-6 years of experience in sales to civil engineering or environmental/hydrogeology markets;
- Key account management with companies who have multiple sites and complex projects;
- Effective communication and people skills with the ability to build strong working relationships;
- Exceptional organizational skills and experience coordinating resources to respond to client requirements;
- Project management with large scale projects involving multiple stake holders with customized approaches;
- Skilled negotiation and problem solver who can lead the dialogue to mutually beneficial outcomes;
- Must work well independently and be accountable for accurate and timely forecasting and sales delivery;
- Must be fully vaccinated and boosted for Covid-19;
- Candidate must be professional, results oriented, self-confident, disciplined, persistent, and drive to meet goals.

Preferred:

- Advanced degree in engineering, environmental science, hydrogeology, or equivalent industry experience;
- Understanding of manufacturing, supply chain and production;

### Company Background

Westbay Instruments ([www.westbay.com](http://www.westbay.com)) is the global leader in designing, developing, and supplying versatile, cost effective subsurface characterization technology for multi-level ground water monitoring systems. The Company's products allow for testing of hydraulic conductivity, long-term monitoring of fluid pressure and collection of fluid samples from multiple zones within a single borehole.