Technical Sales Engineer

Lystek International Inc. is an organic materials recovery firm that is helping municipalities and other generators reduce waste, costs, odors and greenhouse gas emissions through its innovative approach to biosolids and organics management.

SUMMARY

Lystek International, a division of the Tomlinson Group of Companies is currently seeking Technical Sales Engineer for their location in Cambridge, Ontario. The primary responsibility of this technical sales representative will be to assist the sales department to prepare and deliver technical presentations.

PRIMARY RESPONSIBILITIES

- Act as sales primary point of contact for all technical needs, and proactively develop technical relationships at all levels of the account, including senior executives and product management.
- Collaborate with sales teams to understand customer requirements and provide technical support
- Prepares cost estimates by studying blueprints, plans, and related customer documents; consulting with engineers, architects, and other professional and technical personnel.
- Assist sales with building business cases for new opportunities. You will maintain technical knowledge of competitive solutions.
- Determines improvements by analyzing cost-benefit ratios of equipment, supplies, or service applications in customer environment; engineering or proposing changes in equipment, processes, or use of materials or services.
- Maintain an in-depth knowledge of the solutions we provide in order to act as a technical resource for the sales team and customers.
- Understanding of cost, business case development and contracts of all business related types
- Work on extremely complex accounts where analysis of situations or data requires an evaluation of intangible variables.
- Contributes to team effort by accomplishing related results as needed.

QUALIFICATIONS AND SKILLS

- Must have an engineering degree or equivalent technical background
- Minimum 10+ years of experience in U.S and Canada
- Excellent written skills and experience with proposal writing and also technical writing
- Background in the municipal wastewater industry in North America is critical and mandatory
- Experience and understanding of the waste organics industry is preferred
- Must hold valid passport and willing to travel within various Lystek locations within Ontario, Saskatchewan, New York and California