



Application Engineer

Our Company

Global Power Technologies ("GPT") is transforming off-grid power generation to help the gas industry improve renewable power reliability, decrease emissions and increase efficiency. We're providing power to sensors, meters, compressors and other devices that optimize our clients' production uptime while safeguarding human lives and the environment.

The Application Engineer role will bring together technical knowledge, sales tools and an understanding of environmental drivers to support GPT's growing product offering in this space. We're looking for passion in CleanTech with the understanding to help clients see how our products solve their power, efficiency and emissions challenges.

Job Purpose

Supporting both the Engineering and Sales teams, this hybrid role is a collaborative customer facing role that provides an opportunity to work with GPT teams, prospects, and active customers to accelerate the understanding, adoption, and sales of GPT off-grid power solutions.

Core responsibilities include pre-sales engineering and quotation support, assistance to the engineering teams, client presentations, and creating and maintaining relationships with customers.

This position is expected to engage with customers both in the field and office, evaluate business needs, problem-solve, and implement solutions to assist our customers with using GPT products.

Responsibilities

- Identify, analyze, and understand assigned client and/or market needs to provide remote power solutions.
- Continuously monitor customer needs to determine potential new sales opportunities.
- Own technical relationships both externally and internally and liaise with both on product requirements and enhancements.
- Involved with the GPT wide bid process, supporting Sales both domestically and internationally.
- Conduct competitive analysis and market research.
- Produce analysis reports detailing recommendations.
- Advise customers on technical issues.
- Work with Product/Engineering teams to understand current offerings and product roadmaps.
- Serve as the voice of the customer to drive continuous improvement across the product line.
- Instill confidence in GPT products through customer interactions and clear communication.
- Develop and deliver compelling presentations that are clear and engaging.
- Assist with tradeshow as required.
- Participate in GPT special projects when requested.

Requirements

- Degree in Electrical/Electronic Engineering or similar.
- 3-5 years' experience in electrical system design or development of industrial products or electrical systems.
- 2+ years in a Sales focused capacity, Application Engineer, or related role.
- Passion for cleantech applications for the energy transition within the Canadian market.
- Experience writing and/or leading technical RFP, RFI's.



- Strong understanding of Electromechanical System and power generation.
- Demonstrated ability to understand complex business challenges and apply creativity and problem-solving to meet client needs.
- Able to translate technological solutions in terms of business value.
- Previous experience in technical sales is an asset.
- Ability to support design work with custom and standard designs as required.
- Able to self-learn and operate autonomously.
- Understanding of sales processes, methodologies, and CRM workflows.
- Excellent presentation skills with the ability to speak with confidence to a variety of audiences, effectively articulating technical concepts in a clear and meaningful way.
- Outstanding organizational skills and attention to detail.
- Proven ability to listen, record key points in a conversation, seek solutions and respond with clarity.
- Excellent project management, communication, and teamwork skills.
- Ability to operate independently in a dynamic, fast-paced environment.
- Experience with AutoCAD or Solidworks Electrical with respect to drawings and schematics.
- High fluency in English.
- Ability to travel primarily in Western Canada, with some international / US travel.

Competencies:

- **Drive for Results:** Can be counted on to meet and exceed goals. Bottom-line orientated. Steadfastly pushes self and others for results.
- **Technical Applications Consulting:** Listens well to client needs and challenges, advises on possible solutions and able to clearly explain how they address the client's application. Considers technical, environmental, and financial priorities in advising the appropriate value solution.
- **Customer Focus:** Is dedicated to meeting the expectations and requirements of internal and external customers. Get's first-hand customer information and uses it for improvements in products and services. Acts with customers in mind. Establishes and maintains effective relationships with external and internal customers and gains their trust and respect.
- **Perseverance:** Pursues everything with energy, drive, and a need to finish. Seldom gives up before finishing, especially in the face of resistance or setbacks.
- **Negotiating:** Can negotiate skillfully in tough situations with both internal and external groups. Can win concessions without damaging relationships. Can be both direct and forceful as well as diplomatic. Gains trust quickly of other parties to the negotiations. Has a good sense of timing.

What We Offer

At GPT we care about the personal job satisfaction of our employees. We recognize the wide variety of factors that contribute to this satisfaction and encourage work life balance. Along with competitive compensation and benefits packages, we offer a respectful work environment, one which provides our employees with valuable learning experiences and career growth opportunities.

To Apply

GPT is excited to be part of the energy transformation in Canada, and encourage like-minded individuals to apply for this role.

Please submit your resume and cover letter to HR@globalte.com quoting the job title in the subject line and tell us why you are the best candidate for the job. We thank all applicants for their interest, however due to the volume of anticipated applications, we will be responding only to those candidates who are contacted for an interview.