



Field Sales Representative (Grande Prairie)

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.

Job Purpose

We are looking for a competitive and motivated Field Sales Representative to join our team. The successful candidate will play a key role in driving sales growth by identifying new opportunities, building strong customer relationships, and providing excellent service to clients and operators in the field. The field sales representative will coordinate with our Calgary-based Canadian Sales Manager. This role is based in or near Grande Prairie with frequent travel to the field to visit clients and client sites, and occasional travel to Calgary for training and business alignment. GPT has offices in Calgary and Bassano, Alberta, and this is the only role located in Grande Prairie region.

GPT sales are focused on the upstream gas production, pipelines and gas distribution companies where our products, solutions and technology are deployed for ultra reliable off-grid power and emissions reduction solutions. With a growing focus on sustainable solutions, this job will entail staying current with the industry trends and providing insight to client's evolving needs for products, services and solutions.

Responsibilities

- Identify and pursue new sales opportunities through various methods such as cold calling, networking, and client visits in the field and branch locations.
- Meet and exceed personal and team sales targets.
- Build and maintain strong relationships with existing and potential clients to understand their needs and provide tailored solutions.
- Conduct presentations (client site or virtual) or facilitate field demonstrations to showcase the benefits and features of our offerings.
- Input and maintain new business targets and channel partner funnel opportunities in SAP CRM for financial forecasting and operational planning.
- Stay up-to-date with industry trends, competitor activities, and market conditions to inform sales strategies; provide market feedback to Product Manager for product improvements.
- Understand client challenges and needs to evaluate fit for current solutions.
- Support simple product training and basic maintenance support; leverage GPT sales engineering and field service teams as appropriate for further support to field.
- Identify and attend association trade show and other events to build brand awareness and market understanding in target regions and industries.
- Cultivate relationships and brand awareness for market expansion.
- Maintaining and enhancing our existing customer relationships is important, however, developing new customers and improving new application adoption are also measures of success for this role.
- Leverage cross-functional relationships in Calgary for personal learning and providing expertise to the field for technical, commercial and field service support.
- Develop positive relationships with sales support teams including Inside Sales, Sales Engineering, Field Service, Marketing and others.



Requirements

- A minimum of 5 years of demonstrated experience in Grande Prairie or local area within the Oil and Gas markets, including experience developing accounts and maintaining positive relationships.
- The successful candidate will have experience working with oil and gas producers and operators, pipeline operators and EPC companies.
- Strong technical knowledge of field operations with general skills in electrical, mechanical, gas and instrumentation are an asset; demonstrate an aptitude and appetite for learning.
- This position requires equal amounts of sales skills and technical ability.
- Familiar with safety protocols for field visits in oil and gas settings.
- Familiarity with bid proposal generation, submission, negotiations and project follow through.
- Value-added selling skills, not a lowest price only approach to selling.
- Strong communication skills including oral presentations, written documentation and basic computer proficiency.
- Willingness to travel frequently (daily-weekly) to field sites throughout the year, to Calgary (quarterly) and occasionally to other areas for further learning or business development opportunities.
- Competitive, flexible, and resilient by nature. Willing to try alternative approaches to a solution.
- Strong organizational and time management skills.
- Self-motivated and confident team player with good communication skills.
- Able to work independently while using virtual working skills to build strong company relationships.
- Strong aptitude for new market development and maintaining customer relationships.
- Experience with a CRM tool (SAP by Design or similar), high discipline with sales forecasting, and the importance of rigor with sales reporting.

Competencies:

- Self-motivated
- Ambitious
- Customer centric
- Technical aptitude

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.