



US Sales Manager – Calgary based

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

Reporting to the CEO, this position will be responsible for managing and developing business in the Continental U.S. (TX, OK, CO). Focused on the upstream Gas production, Pipeline industries and the local distribution companies, our products, solutions and technology could be deployed into any area requiring ultra reliable off-grid power locations. With a growing focus on making our solutions sustainable, this job will also entail staying current with the industry trends and adapting our product and solutions to the industry needs.

Primary Targets for this market are major oil and gas companies, pipeline companies, LDC's, Engineering Procurement and Constructions (EPC) firms and system integrators to those industries. Adjacent future markets include air compression integrators and other off-grid equipment integrators.

Responsibilities

- Formulate and execute sales plans for the U.S. with a specific focus on process/skills improvements to drive growth.
- Liaise with local channel partners to ensure full support in markets along with continuous evaluation of local partner performance to support and drive growth.
- Assessment of needs and development of ongoing training (at least twice per year) of all partners.
- Identification and selection of additional channel partners.
- Identify trends specific to the U.S. that impact our solutions, become a SME on emissions management and the regulations and industry initiatives that drive the customers buying behaviors.

- Build a coverage strategy in line with forecast business levels to provide class leading sales support into the U.S.
- Assess target accounts for pursuing as "Strategic Accounts" where a larger collaborative approach by GPT is required.
- Have a strong discipline for reporting competitive product intel, identifying customer trends and needs to allow GPT to adapt to the US customers.
- Maintain a rolling 12–24-month sales forecast for the assigned markets.
- Review of sales quotations including technical specifications, price, and delivery conditions with the support of Inside Sales Dept.
- Follow-up sales quotations to close orders with support of Inside Sales department.
- Increase overall awareness of GPT products by travelling to designated sales regions to facilitate face-to-face contact, field visits to designated sales regions to view installation sites, hosting of visiting delegations to GPT facilities.
- Selection of appropriate industry events to participate in, including presenting at key conferences, exhibiting at trade shows, hosting local lunch and learns and authoring key insights through social media.



- Maintain and develop GPT's image and reputation with customers, distributors, suppliers and the public at large.
- Must be a big picture thinker and be able to demonstrate this skill from prior roles.
- Maintaining and enhancing our existing customer relationships is important, however, developing new customers is vital as one of the measures of success for this role.

Requirements

- A minimum of 7 years of demonstrated successful sales experience. Experience within the Oil and Gas markets, including experience developing accounts.
- The successful candidate will have experience working with oil and gas production, pipeline operators and/or EPC's companies.
- Strong technical knowledge of power requirements and typical applications for the upstream industry's applications, a minimum of five years of related technical sales experience is an asset.
- Experience with the development and or support of agent/distributor network. Requires continuous interaction with partners for goal setting/reporting/ support of products/strategies/and market coverage.
- This position requires equal amounts of sales skills and technical ability, the support and development of our resellers and driving applications solutions for the end users is critical.
- Familiarity with bid proposal generation, submission, negotiations and project follow through.
- Demonstrated ability to develop business from a value-added perspective.
- Strong communication skills including oral presentations, written documentation and computer proficiency.
- Willingness to travel it is expected. This role requires up to 50% travel to the USA.
- Competitive, flexible, and resilient by nature.
- Strong organizational and time management skills.
- Self-motivated, confident, team player with good communication skills.
- Able to work independently with customers in different time zones.
- 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.