

Technical - Inside Sales Advisor– Job Offer

Our company:

We're Intellimeter Canada Inc (ICI), and for the last 27 years, we've been developing and applying the very best in metering technology. We empower our clients by giving them access to real-time information that helps them make informed energy decisions. Our systems offer secure revenue class data collection plus the advantage of segregated data integration for Building Management Systems to support GREEN energy initiatives and LEED programs.

Working at Intellimeter

ICI offers a fun, fast-paced work environment, where you will be an important member of the team. There are two things that set us apart from other places to work: our commitment to innovation and our focus on employee growth. We believe that everyone has something to contribute to the business, and if you have ideas that can improve your job then we want to hear them.

We also believe in allowing our employees the opportunity to grow in their role: strengthening their skills, learning new things, and making a bigger and bigger impact on our business. So if you've got the drive to succeed and a knack for sales, then this is the role for you.

The position

As an Inside Sales/ Estimator, the successful candidate will work under the supervision of a Professional Engineer, to become an expert product advocate and technical advisor, assisting our customers, partners, and our outside sales team in the field, with engineered designs at optimal cost. The Technical Inside Sales Representative must be able to identify and provide reliable solutions for all commercial and technical issues to assure complete customer satisfaction.

We are looking for a talented and competitive individual that thrives in the quick sales cycle environment of sub-metering and virtual energy management systems. The Technical Inside Sales Representative will play a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives. The successful candidate must be comfortable talking to our clients, working with channel partners, generating interest, qualifying prospects and potential agents, understanding customer requirements, generating quotations and closing sales.

The Inside Sales/ Estimator thrives in the quick sales cycle environment of sub-metering and virtual energy management systems. This person will play a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives.



Requirements:

- BS degree or CET in Instrumentation, control, electrical, mechanical or equivalent
- Strong verbal and written communication skills and ability to handle direct calls, e-mails and online requests
- Field experience and experience working directly with clients
- Proficient with corporate productivity and web presentation tools
- Experience working with CRM (Salesforce, Hubspot), ERP systems (All-Orders) Office software, and reporting systems (Construct-Connect)
- Ability to prioritize, and manage time effectively
- Bilingual (English and French or English and Spanish) will be preferable.
- Eligible to work in Canada

How to Apply

Please go to <https://www.fitzii.com/apply/46036?s=fc>

Our online application will give you the option to apply to this role as a complete person – not just a resume. The application will assess your qualifications, personality traits and workplace preferences, and should take 10 to 15 minutes to complete. After submitting, you'll receive an email inviting you to log in and view your assessment results.

We strive to build a team that reflects the diversity of the community we work in and encourage applications from traditionally underrepresented groups such as women, visible minorities, Indigenous peoples, people identifying as LGBTQ2SI, veterans, and people with disabilities. If we can make this easier through accommodation in the recruitment process, please contact us using the “Help” button.

We will review applications, with priority given to those who have completed the assessment and look forward to hearing from you.

