



Vice President of Sales

OUTSTANDING OPPORTUNITY FOR TALENTED VP of SALES IN THE EXCITING AND GROWING CLEANTECH SECTOR

About the Organization

Questor Technology Inc is a leading, publicly traded clean technology company powered by a team with over 35 years of experience.

With a focus on solid engineering design, our products and creative solutions enable our clients to operate cost effectively in an environmentally responsible and sustainable manner. We manufacture high efficiency waste gas incinerator systems, power generation from excess heat and water treatment solutions that reduces costs for our clients. Our solutions deliver regulatory compliance, greenhouse gas (GHG) emission reduction and trusting relationships with the public.

We are headquartered in Calgary with field offices in Grande Prairie, Colorado and Florida. Our company is proud to have solid leadership, experienced management, and a strong balance sheet. Our company trades on the TSX Venture Exchange under the symbol 'QST'.

In addition to the Canadian oil and gas sector, we have assisted a number of clients throughout the United States, the Caribbean, Western Europe, Russia, Thailand, Indonesia and China in a variety of applications. While we focus primarily in the crude oil and natural gas industry, our technology is applicable to other industries including landfills, water and sewage treatment, tire recycling and agriculture.

The Opportunity

We are searching for our next **VP of Sales** to join our **Calgary, AB** team. Are you a highly skilled sales and marketing professional who is enthusiastic about taking Questor to the next level?

Qualifications

In our world of sales, results are of paramount importance. We are searching for a VP that is a phenomenal sales person with experience that readily translates to our business sector. Comfortable in the “sales trenches” our new VP has also developed competencies in a role of a Sales Manager with proven leadership and sales results. Most importantly, we are looking for an experienced individual that is big-picture thinker and can effectively articulate Questor’s value propositions.

We are a results oriented company and, to qualify for this role, you will need to communicate how your past contributions will translate to Questor’s successes. If you are a consistent high performer with a demonstrated record of accomplishment, we look forward to meeting with you.

Questor would like to thank all candidates who choose to apply but advises that we will only be contacting those candidates with whom we wish to meet in regard to this posting.

Responsibilities

The VP of Sales is based in Calgary, AB and reports to the President and Chief Executive Officer. The Sales Manager is responsible for devising strategies and techniques necessary for achieving the sales targets.

Key Accountabilities

- Motivate team members to make work as a single unit working towards a common objective;
- Ensure team members operate as professionals and share cordial relationships with all stakeholders including customers, colleagues and all the corporations’ resources;
- Ensure the team is delivering desired results by tracking performance and following up with clients and potential clients;
- Ensure that the developed relationships are consistent with the expectations of the organization;
- Develop new customer relationships to produce sales in accordance with established forecasts and objectives;
- Maintain and improve relationships with existing clients;
- Serve as a first escalation contact point with new business customer calls;
- Engage in prospecting activities in order to identify new business opportunities;
- Oversee the Corporations Customer Relationship Management (CRM) system, tracking to ensure accurate customer, company and opportunity information on all active accounts and opportunities are maintained;
- Utilize existing customer database information and other internal resources in order to contact past and present customers in order to engage in sales opportunities;
- Communicate new product and service opportunities, special developments, information or feedback gathered to appropriate staff;
- Develop and maintain sales information for utilization in sales presentations, sales proposals and customer information;
- Implement any changes to sales information and/or website content in order to maximize effect;
- Work collaboratively with Engineering and Operations to ensure that all communications with clients are accurate and consistent;
- Prepare proposals for Sales and/or Rental equipment