



#2240, 140 4 Ave SW
Calgary, AB T2P 3N3

questortech.com
+1.844.477.8669

Director of Business Development – Rockies

Are you an engineer who can Hunt or a Hunter that can engineer? If so Questor Technology Inc., a leading provider of Waste Gas Incinerators (ECD's, Thermal Oxidizers) along with Waste Heat to Power solutions is looking for you!

Questor is the leader in providing clean combustion solutions for Oil and gas companies across North America, based out of a home office covering the territory of Colorado, North Dakota, Wyoming and Montana.

This role will suit someone from a technical background in the Resource sector and someone who isn't afraid of hunting for new business.

We have a strong footprint and existing customer base and we are looking for someone to join our team who has experience selling into the Oil and Gas market across multiple platforms.

The role has a base salary and commission payable

Responsibilities of the role Include

- **Hunt for new business** – this role is 90% New business and 10% existing customer maintenance
- Develop new customer relationships to produce sales/rentals in accordance with established forecasts and objectives;
- Attend client meetings to present solutions and sales
- 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;
- 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;
- 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;
- Attend weekly sales meeting outlining activity and results
- Work closely with field technicians and operations team to ensure an effective and smooth handover from sales to operations

If you think you have the right skill set and want to join a rapidly growing company with a highly sort after product offering then we would like to hear from you.

Questor Technology is an equal opportunity employer and we are committed to creating a diverse environment. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status.

If you are interested in joining a fast growing and industry leading company Please forward your resume to hr@questortech.com quoting the above job title. No phone calls or agencies