



SALES COORDINATOR (CONTRACT POSITION)

ABOUT QUESTOR

Questor Technology Inc. is an international award-winning clean technology company focused on emissions reductions and helping our clients get to net zero. We are best known for our technical expertise in this space and for producing the world's most efficient and highest performing patented waste gas combustion solutions.

POSITION OVERVIEW

Are you a highly motivated, proactive, passionate professional that thrives in a fast-paced corporate environment? This is an outstanding opportunity to add significant value to the team of a highly regarded and longstanding company doing pioneering work in the global emissions reduction space.

Working directly with the VP Sales, Questor we are looking to hire a Sales Coordinator with a desire to continually learn, grow and contribute to the team.

POSITION RESPONSIBILITIES

- Contact defined past and potential clients within specific markets to discuss providing emission reduction solutions.
- Establish, or re-establish, trusted advisor relationships with client key decision makers.
- Articulate the company's products, goals and vision to clients.
- Present technical data regarding clients' processes to Company's Engineering team.
- Liaise with Sales and Engineering to discuss client specific needs, expectations and questions.
- Schedule follow-up meetings between potential clients and the Sales and Engineering teams.
- Participate in ongoing discussions with the Sales and Engineering team and clients.
- Answer inquiries regarding product line and other general company information.
- Maintain product knowledge in order to make thorough and accurate presentations to customers and to ensure suitability of the products to clients' applications
- Ensure accuracy of client specification file for assigned accounts.
- Maintain high volume of daily outbound sales calls and client relationship building activity.

QUALIFICATIONS

- Professional, passionate, client focused and results oriented.
- Ability to provide information in a clear, concise and effective manner.
- Excellent written and oral communications skills.
- Ability to absorb technical product information and articulate details to clients.
- Ability to work cooperatively within a diverse team.
- 2 – 3 years direct selling experience.
- Background in selling technical equipment considered an asset.
- Post Secondary education in Business or Marketing would be considered an asset.