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Role: Technical Sales Representative

FTE: Permanent Full-Time

Location: Denver, CO or DJ Basin

About Us

Questor Technology (www.questortech.com) is an international award-winning clean technology company solving some of the world's biggest environmental emissions problems. Founded on the premise of leaving the world better than we found it, our innovative, patented, ISO approved technology delivers the most environmentally responsible, cost effective, and sustainable way for our clients to meet their emissions reduction targets. Our vision is simple: We are passionate about creating a cleaner, sustainable future for everyone while delivering value to our shareholders. We believe that together we can create a path to net-zero, create clean power for the communities we serve, and have fun in the process.

Position Overview

We are seeking an experienced and motivated Technical Sales Representative to assist our sales team in promoting and selling our advanced clean energy solutions. You will play a pivotal role in driving the adoption of clean energy technologies and supporting our clients in their journey towards emissions reduction. With technical expertise and support from our proven Engineering Team this is an exciting opportunity to combine your sales and technical skills with your passion for sustainability in a dynamic and rapidly evolving industry.

Our Ideal Candidate

1. **Communication Skills:** Communicates complex technical information in a clear and understandable manner to customers who may not have a deep technical background. They should be able to adapt their communication style to various audiences, including technical and non-technical stakeholders.
2. **Interpersonal Skills:** Building relationships with customers and colleagues is crucial. Our Technical Sales Specialist is personable, approachable, and capable of establishing trust with clients. They should also work well in cross-functional teams, collaborating with engineers, marketers, and other departments.
3. **Problem-Solving Ability:** Sales focused individuals often encounter challenging situations that require creative problem-solving. They should be able to quickly assess customer needs, identify solutions, and address potential roadblocks.
4. **Technical Proficiency:** While not necessarily as deep as a technical specialist, you should have a solid understanding of the products or services they're selling. This helps them explain features, benefits, and use cases accurately to customers.
5. **Industry Knowledge:** Staying up-to-date with industry trends, competitors, and market developments is essential. This knowledge enables them to position their products effectively and provide insights to customers.
6. **Negotiation Skills:** Negotiations with clients over terms, pricing, and contracts are common. A demonstrated ability to "close" is essential, while strong negotiation skills are needed to strike mutually beneficial deals.
7. **Time Management:** Juggling multiple client interactions, meetings, and administrative tasks requires effective time management to ensure that all responsibilities are met.

8. **Customer-Centric Approach:** Putting the customer's needs first and focusing on delivering value are essential for building long-lasting relationships and driving sales.
9. **Strategic Thinking:** A demonstrated ability to understand the bigger picture and align sales strategies with the company's goals. They should be able to identify opportunities for growth and expansion.
10. **Presentation Skills:** Whether in one-on-one meetings or larger presentations, the ability to create engaging and informative presentations is crucial for conveying technical information effectively.
11. **Resilience:** The sales process can be challenging, with rejections and setbacks. Resilience is a must have to keep our Technical Sales Specialist motivated to maintain a positive attitude.
12. **Ethical Conduct:** Operating with integrity and ethical behavior is essential for building trust with both customers and colleagues.

Roles and Responsibilities

- Assesses competitors by analyzing and summarizing competitor information and trends; identifying sales opportunities;
- Develops sales opportunities by researching and identifying potential accounts; soliciting new accounts; building rapport; providing technical information and explanations; preparing quotations;
- Closes new accounts;
- Fills orders by transferring orders to Engineering and Operations teams; communicating expected delivery dates;
- Develops accounts by checking customer's buying history; suggesting related and new items; liaising with Engineering to sell technical features;
- Maintains communication equipment by troubleshooting, reporting, and tracking problems;
- Maintains and improves quality results by following standards and recommending improved policies and procedures;
- Updates job knowledge by studying new product descriptions and participating in educational opportunities;
- Accomplishes department and organization goals by accepting ownership for accomplishing new and different requests while exploring opportunities to add value to job accomplishments;
- Some travel required within Canada and the United States with occasional international travel as required.

Qualifications and Skills

- A bachelor's degree in a relevant field such as Business, Environmental Science, Engineering, or a related discipline is often preferred;
- 5-7 years of experience in sales or business development, preferably in the clean energy or environmental sector is preferred but not essential;
- Experience in a technical sales role is a preferred;
- A strong understanding of (or strong desire to learn) clean energy technologies, renewable energy sources, emissions reduction strategies, and the broader environmental and sustainability landscape;
- An established network within the clean energy industry, including potential clients, partners, and industry stakeholders.



What We Offer

Questor offers attractive pay, annual performance-based bonuses, health spending account and flexible working hours. We also offer the chance to contribute to the growth of a financially stable company and to be a valued and key part of a hard-working team where your contributions are appreciated and recognized.

How to Apply

If you have a passion for saving our planet and want to be part of a team that strives to make the world a better place, we would love to hear from you. Candidates are encouraged to send a resume and brief cover letter to hr@questortech.com. Please state the job title in your subject line. We thank all applicants however only those individuals selected for interviews will be contacted. No phone inquiries or agencies please.

Questor Technology values and promotes the diversity of its teammates and communities we serve. We are committed to creating a diverse environment and are proud to be an equal opportunity employer. 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.