

**Sales Engineer**

Situated on the harbour of the UNESCO World Heritage town of Lunenburg, Nova Scotia, ABCO Industries Inc. (ABCO) is a world-class supplier and manufacturer of engineering metal products with historic roots dating back to 1947. Our products can be found in over 60 countries around the world.

**Role Intro:**

Would you like to travel the world as part of your job? Head to far-flung places to meet clients internationally? If you enjoy variety in your role and jet setting spontaneity, this could be the perfect opportunity for you!

ABCO is presently seeking a **Sales Engineer** to lead sales and business development of our customized marine vessels, food processing machinery, environmental and industrial products. Reporting to the VP Sales, the Sales Engineer will play a crucial role in bridging the gap between our manufacturing solutions and our customers’ needs. The Sales Engineer will be responsible for contributing to the development and growth of the company through leading sales and marketing while identifying market opportunities for new products and new clients.

**Typical Workday:**

* Identify new areas of business to develop.
* Obtain sale leads - quoting, estimating, direct sales.
* Drive sales through marketing and relationship building.
* Expand, develop, and train external commissioned Agents internationally located.
* Respond to tenders.
* Attend and promote company at trade shows (travel required).
* Support equipment installations, trouble shooting and assessment of installed equipment (travel required).
* Identify root causes of equipment issues + implement corrective action to improve product quality and efficiency (possible travel required).
* Identify and provide conceptual designs, specifications and market opportunities for new products.
* Ensure standards and procedures are adhered to.
* Ensure business divisions utilize up to date design and drafting aids.
* Ensure all documentation is in accordance with standards, requirements and processes.
* Populate client contract terms accurately in a timely manner.
* Identify and lead continual improvement initiatives.

**Work Environment:**

* On-site when not travelling.
* Traditional business hours when not travelling.
* When on-site, majority of time in office setting with some time spent in fabrication shops.
* Independent international travel.
* Collaborating with various departments and team members.
* Training/mentorship provided.

**Requirements:**

As the ideal candidate you will be self motivated with a high degree of initiative. You will have 5 + years’ of successful sales experience. You will hold an Engineering Degree or Technical Diploma or a related field. A Professional Engineering designation is preferred but not required for this role. Additional qualifications:

* Ability to quote effectively.
* Proven ability to translate inquiries to sales.
* Knowledge of Federal Government Tenders.
* Knowledge of commercial and pleasure vessels.
* Knowledge of uncrewed surface vessels.
* Sound technical skills.
* Well developed problem-solving skills.
* Well developed communication, interpersonal and customer service skills.
* Excellent time management skills and trouble shooting skills.
* Proficiency with AutoCAD considered an asset.
* Ability to travel locally and internationally required.
* Valid passport required.
* Ability to navigate airports and new cities independently.

**Benefits & Retention:**

* Comprehensive Extended, Health & Dental Benefits.
* Matching Pension Program.
* Company Profit Sharing.
* Paid vacation.
* 1 additional ‘flex' day each year.
* Employee Assistance Program.
* Virtual Care.
* Training & education opportunities.
* Employee social events.
* Long term service awards.
* Free on-site parking.
* Employee materials purchase program.

**About ABCO:**

Located on the original site of ‘Camp Norway’, a Norwegian military training facility built during WWII, ABCO operations are housed in a 42,000 sq ft facility with four distinct manufacturing branches including Food Machinery, Marine, Environmental, and Industrial. Each division is managed and supported by experienced, knowledgeable specialists who are steadfast in designing, constructing, installing, and commissioning best in class products. With 75 + years experience, this locally owned firm remains committed to providing our customers with the highest standard of quality and value while ensuring innovative, customized design solutions.

**Workplace Culture:**

ABCO is committed to the health and safety of all employees, and we are proud of our diligent safety culture. Our personnel adhere to all company health and safety procedures, always striving to keep ABCO safe and accident free.

**Additional Info:**

To learn more about ABCO Industries Inc. please visit our website at [**www.abco.ca**](http://www.abco.ca).

**To Apply:**

Please submit your resume to careers@abco.ca referencing **Sales Engineer.** Please include your wage expectation within your cover letter.

ABCO is an equal opportunity employer. We thank all applicants for your interest however only candidates under consideration will be contacted.