TECHNICAL SALES SPECIALIST - MANUFACTURING

About Us

Collicutt Energy Services is a solutions-driven engine company specializing in manufacturing, repair, overhaul, and maintenance of industrial engines and power generation equipment. Our Manufacturing team delivers customized equipment solutions through engine supply, engineering, fabrication, integration, and commissioning.

We are seeking an experienced **Technical Sales Specialist** to grow our Manufacturing business, primarily throughout Western Canada. This is a proactive, customer-facing sales role focused on developing new business, building strong industry relationships, and delivering practical, engineered solutions to industrial customers.

We're looking for someone who **knows how to open doors, understands technical equipment, and can turn customer challenges into profitable business opportunities**. You'll work closely with Engineering and Manufacturing to develop solutions that meet customer needs while maintaining strong relationships throughout the sales and project lifecycle.

What You'll Be Doing

- Identify and pursue new business through prospecting, cold calling, customer visits, and industry networking.
- Develop and maintain customer relationships across industrial, energy, power generation, and manufacturing markets.
- Understand customer equipment requirements and identify opportunities for customized mechanical, electrical, hydraulic, and engineered solutions.
- Coordinate with Engineering and Manufacturing to develop technical proposals, quotations, and equipment recommendations.
- Manage sales opportunities from initial contact through negotiation, order execution, delivery, and post-sale follow-up.
- Respond to RFQs/RFPs, follow up on outstanding quotations, and convert qualified opportunities into sales.
- Maintain accurate CRM records, sales forecasts, customer information, and opportunity pipelines.
- Monitor market trends and identify opportunities for repeat business and account growth.

What You Bring

Required:

- Demonstrated experience in **technical sales, industrial business development, or B2B account management**.
- Proven ability to prospect, generate new business, and develop lasting customer relationships.
- Strong technical aptitude and ability to understand industrial equipment applications and customer requirements.
- Experience managing sales opportunities through quotation, negotiation, and closing.
- Excellent communication, relationship-building, negotiation, and organizational skills.
- Self-motivated, proactive, and comfortable working independently.
- Proficiency with Microsoft Office and CRM systems.
- **Valid driver's licence and passport**, with the ability to travel throughout Western Canada and internationally as required.

Preferred:

- Experience selling industrial engines, power generation equipment, engineered systems, or related industrial products.
- Technical diploma, trade certification, or equivalent practical experience in mechanical, industrial, or engineering-related fields.
- Established relationships within industrial, energy, power generation, or manufacturing markets.
- Experience developing customized equipment solutions with Engineering or Manufacturing teams.

What's in it for you?

- Competitive compensation
- Comprehensive group benefits
- RRSP matching
- Opportunity to develop new markets and customer relationships
- Diverse industrial products and customized technical solutions
- Collaborative Engineering and Manufacturing teams
- Professional growth and development opportunities

How to Apply

Submit your resume to **hr@collicutt.com** with **Technical Sales Specialist** in the subject line.