

## **Scania Product Manager**

Collicutt Energy Services Corp, a leader in the power generation and natural gas industry, is currently seeking an Engine Sales & Product Manager for the Scania product line based out of Red Deer, AB to join our team. We are looking for someone who is ready for the opportunity to build customer relationships in the area and expand our client base.

### **The successful candidate will be responsible for:**

- Identify, research and contact prospective customers and builds positive relationships that will generate future sales and repeat business of the Scania engine line
- Selling Scania Engines to OEM's and end users
- Promoting and increasing Scania parts and service business through existing and new dealers within the network
- Develop new OEM network and manage dealer network for Collicutt's AOR
- Make sales calls to new and existing clients, as well as follow up on sales activity
- Develop value propositions based on unique client needs
- Deliver sales presentations to promote and sell the company's services
- Contribute to sales products, promotions & marketing collateral to maximize sales opportunities
- Develop, execute and be accountable to the sales action plan and strategy created
- Report sales and quoting information, updates, progress, etc.
- Ensure customer service satisfaction and good client relationships
- Quick response to, and resolution of, client needs and concerns, and timely feedback on technical proposals and job status
- Maintain relationships with both internal and external customers
- Assist in diagnosing malfunctions or faulty operation of Scania Engines
- Management of the Scania product line, dealer network and OEM's
- Foster positive relationships between Scania dealer network, OEM Network & clients
- Quick response to and resolution of Scania customer and Scania technician needs
- Co-ordinate processes, people, and activities to ensure a profitable department
- Ensure that all Scania dealer service programs, policies and processes are carried out by the dealer network
- Oversee, schedule, and attend Scania training for all service department members
- Make sales calls with the VP Operations and sales reps to obtain potential clients, as well as visiting current clients to promote business

### **The position requires:**

- 3-5 years extensive knowledge within the Power Generation industry, and managing a sales territory with a focus on continual growth
- Effective communication skills with a wide range of people including employees, customers, vendors and associates
- Strong industry specific technical knowledge
- A self starter who can take initiative to search for new opportunities
- Computer literacy
- Clean and valid driver's license and ability to travel
- Clean criminal record check
- Strong understanding of the parts, purchasing and accounting departments and the integral role they play within the company
- High level of initiative, strong analytical and decision-making skills, coupled with exceptional negotiation skills

This is an excellent opportunity to join a dynamic and growing organization. The potential for success with our expanding, progressive, privately owned business is unlimited. We recognize our team members as individuals, and consider mutual RESPECT to be the key to building a cohesive, productive Team.

If you are interested in this exciting opportunity that offers endless learning opportunities, a safety first philosophy, mutual commitment, fun, and community involvement, then don't wait any longer! Come be part of our FAMILY.

Please submit your resume to Stacey Dawson in Microsoft Word format, along with your salary expectation, and availability date to [hr@collicutt.com](mailto:hr@collicutt.com) or fax to 403-309-9605.

*No One Gets Hurt ~ We Are Like a Family ~ Do What's Right ~ Do What You Say ~  
~ It's Fun to Win ~ Finding a Better Way*

