



**QUATROSENSE
ENVIRONMENTAL
LIMITED**

Technical Design and Pre-Sales Coordinator

Do you want to work for a fast-paced, dynamic, and growing company that is an industry leader in our field? QEL is dedicated to developing high quality and innovative solutions for its customers with unsurpassed customer service. QEL manufactures and markets a wide selection of instrumentation for hazardous gas detection. With this highly specialized equipment, QEL assists its customers in the protection of people, property, and the planet.

Objective & Purpose

- The Technical Design and Sales Coordinator works closely with North American and worldwide customers to provide application and product support for proper instrument selection, installation and quotation preparation.
- This position is responsible for supporting the worldwide sales team to provide pre-sales technical support to assist in achieving company targets, budgets and expectations.

Principle Duties & Responsibilities

- Responsible to provide technical & estimation support as follows:
- Selecting product and preparing estimates based on customer provided specification and design drawings
- Preparing standard field device termination detail for wiring connection templates
- Preparing technical comparison of existing products with QEL products for client's approval
- Preparing installation guidelines and submittal drawings
- Work with sales to provide support that enables customers to increase QEL's share of the market
- Report activities and quotation in available CRM software
- Supporting OEM clients to customize products to meet the customer's needs
- Providing virtual training on new products
- Interacting with engineering or product management for technical clarifications
- Interacting with clients for new requirements of the sensors and customized products



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Education, Training & Experience

- Graduate of an Electronic/Mechanical Engineering/Instrumentation or Technology program
- Working knowledge of HVAC systems would be an asset
- Bilingual French/ English
- Conversational Spanish would be an asset

Skills and Competency Requirements

- Have the necessary computer skills to function in an office environment with the most up to date Microsoft Office products
- Technical Sales Support must have the technical ability to explain product functions and have excellent communication skills
- Be able to multitask and work independently without supervision
- Be a service-focused leader with regional and national experience and have been recognized for consistently meeting goals and developing new processes.

At QEL, we believe that diversity drives business success. We are dedicated to fostering an inclusive workplace that celebrates differences and promotes equity. We welcome applications from people of all races, ethnicities, genders, ages, religions, abilities, and sexual orientations. We strongly encourage applications from women, minorities, and individuals with disabilities.

Join us in building a diverse and inclusive team!

Only those who will be considered for the next step of the application process will be contacted.

Please email resume and cover letter to Mattatall.j@greystoneenergy.com with **QEL Sales** in the Subject line.