

RHK Hydraulic Cylinder Services Inc. manufactures and repairs hydraulic cylinders and we are on an exciting journey of transformation and growth.

We are looking for an experienced Sales Engineer for our sales team who is a highly motivated team player, has a great attitude and a drive to succeed, and has a passion to meet clients' needs and expectations to establish profitable relationships with new customers. Reporting to the Director of Sales & Marketing, you will be responsible to achieve sales targets by identifying and satisfying customer requirements through our innovative products and customized solutions with a key focus on new business opportunities. The Sales Engineer will be the first point to contact for new customers contacting RHK to enquire about manufactured products and solutions. You will be responsible for identifying the best product solutions for all customer requirements and will partner with the inside sales team to follow up on open sales opportunities to ensure these opportunities are converted to sales orders. As a representative of our products and solutions-based approach, you will help customers turn their ideas into products, problems into solutions, and custom requirements into feasible outcomes.

Responsibilities:

- Aggressively pursue new business opportunities by researching and generating new leads with targeted businesses through various prospecting activities, including cold calling, canvassing, customer referrals, and partner relationships.
- Achieve sales goals by assessing client needs and following a defined consultative selling process.
- Identify, engage, and sell product applications solutions to potential customers and identify opportunities for product improvement.
- Function as the technical solutions manager by articulating customer application requirements to the operations and engineering teams.
- Work with the inside sales team to respond to RFPs and prepare cost estimates and quotes.
- Collaborate with other departments to increase sales opportunities and maximize revenue by understanding, communicating, and meeting project timelines and customer expectations.
- Solicit and log all client activity and feedback using the company CRM.
- Be an internal technical resource as a subject matter expert in product applications for manufacturing and repair services.
- Use knowledge of market, industry, and competitors to identify new service and product opportunities.
- Read and interpret drawings and work with customers to develop well defined work scopes.
- Understand RHK's unique value proposition and clearly articulate it to customers.
- Be in tune with market conditions and industry trends to create strategies and action plans to meet changing customer needs.

Requirements:

- Diploma in Mechanical Engineering Technology or 5 years of equivalent experience in mechanical design, fluid power, or manufacturing field.
- Minimum of 3 years of experience in business-to-business (B2B) sales.
- Demonstrated experience applying engineering, mechanical, fluid power, and other related technical principles to product applications and sales.
- Effective communication, interpersonal, negotiation, and sales skills.
- The ability to communicate technical information to non-technical customers.
- Excellent critical thinking and problem-solving skills.
- Excellent written, oral, and presentation skills.
- Energy and enthusiasm for working with people and being a part of a team.
- A proven history of meeting business growth targets.
- Willingness and ability to travel up to 20% of the time.

About Us...

Established in 1990, RHK Hydraulics Cylinder Services is a privately-owned company dedicated to manufacturing and servicing hydraulic cylinders. We are known for our high standard of customer service and skillful customization of products to meet our client's unique requirements. Based in Edmonton, Alberta, RHK services a wide range of clients worldwide in industries such as oil and gas, construction, agriculture, heavy machinery, forestry, mining, transportation, and utilities.

We are excitedly positioning ourselves for continued growth by building a high-performing organization with a strong vision and purpose, supported by our core values - safe and empowered team, raise the bar, and customer success.

Become part of our team and apply now!

Please send your resume to: careers@rhkhydraulics.com

While we thank all candidates for their interest, only those selected for an interview will be contacted.