

## Technical Sales Specialist (Remote)

ULC Technologies is a leader in product development and engineering services for the natural gas distribution and greater energy markets. We are seeking a Technical Sales Specialist who can help get our technologies in front of customers to drive adoption and business growth. This is an exciting opportunity to use your knowledge to help the industry improve safety and minimize environmental and public disruption.

### Position Responsibilities

- Target and contact key decision makers to develop new opportunities, set meetings and establish field services contracts to generate revenue within our market segments
- Train and become an expert on cutting edge technologies
- Use events and trade shows to network and make contact with prospective customers within our market segments; Represent the company at regional, domestic and international trade shows; assist with exhibit set up and break down if needed
- Write/submit proposals and quotes; prepare PowerPoints
- Participate in weekly meetings to review account plan progress and opportunities, including market conditions, customer needs, and competitive activity and benchmark performance and report back to VP Ops.
- Travel to meet with end users, attend industry events or visit high profile job sites
- Manage relationships with key contacts; Utilize CRM to update opportunities and contacts

### Requirements

- A minimum of 7-10 years of customer facing, utility/industrial sales experience; direct experience selling contracted services to the utility market is a plus
- Excellent verbal, written and interpersonal communication skills; Collaborative team player
- Familiar with CRM platforms
- Deadline and detail-oriented; Strong presentation skills; Strong organizational skills with the ability to balance multiple complex business development opportunities
- Highly effective and successful lead generation, sales negotiation and closing techniques; Ability to influence decision makers at all levels
- Ability to identify customer needs, effectively communicate solution offerings and position ULC as a choice provider
- Ability to communicate and have technical conversations with engineers
- Ability to handle and lift (up to 50 lbs.) heavy equipment for field demonstrations
- Must be self-motivated to continuously accomplish goals
- Ability to travel at any time; customer base is throughout US

### Preferred qualifications (Nice to have!)

- Technical knowledge about utilities, buried pipelines and/or damage prevention
- Relevant engineering degree
- Interest in new technology and robotics
- Existing contacts/relationships with gas distribution utilities a plus
- Experience/ability to speak in public

### READY TO APPLY?

Send your resume to Jillian Winters via email at [jillian.winters@spx.com](mailto:jillian.winters@spx.com) or apply online using [this link](#).