



595 Cityview Boulevard, Unit 11
Woodbridge, Ontario, Canada
L4H 3M7
Phone 416 977 5477 Fax 416 977 5477

Labworks International is a leading supplier of specialty environments including Controlled Environment Rooms and ISO Certified Cleanrooms. We are Canadian based with our head office in Vaughan, ON, a sales office in South-West Florida, and a manufacturing facility in Newmarket ON. We are growing rapidly in both Canada and the US and have continued requirements for high quality candidates who want to grow their career.

Job Posting: Labworks International – Sales Engineer.

Position: Salaried – Fulltime

Labworks International is seeking a Sales Engineer to join its team of exceptional engineers and project managers. Qualified candidates have 3+ years of technical sales experience and a background in HVAC, Refrigeration, and Construction. Experience selling in the construction and pharmaceutical industries would be a benefit.

The ideal candidate would have an university level engineering degree and have (or be in the process of) obtaining their P.Eng License. The successful candidate must have the ability to network and develop client accounts through knowledge based sales. Excellent written and communication skills are required. The role requires travel as necessary throughout Canada and the US (typically 1 week per month). Candidates must have a valid drivers license, citizenship or working visa for Canada, and a valid passport for international travel. Access to a vehicle during work hours, and the ability to travel is required. Proficiency in French or Spanish would also be a benefit.

JOB DESCRIPTION FOR SALES ENGINEER

- Technical sales development for quotation requests
- Preparing proposals for written tenders.
- Estimating / Quoting of RFQ's / Tenders.
- Preparing / Presenting to new customers (power point, etc).
- Participation in Trade Shows
- Geographic coverage of opportunities / cold calling new customers.
- Industry association participation / networking.
- Maintain high degree of accuracy and professionalism.

- Sales engineering – work with engineering staff to develop solutions for customers, costing and overall proposals.
- Be extremely organized and communicate effectively with customers, peers, and reporting managers.
- Adhere to Policies and Systems
- Provide weekly status updates on sales opportunities.
- Strategically position Labworks products / solutions for success
- Support existing clients through additions and service for installed products.

Labworks offers a competitive compensation structure including salary, annual bonus, full health benefits package, and mileage reimbursement car plan. In addition, we firmly believe that investing in our staff provides the greatest value for our customers. We encourage our team to continually update through professional and technical development courses funded by Labworks.

Please forward your resume and any other supporting information, in confidence, to:

Suzan Kerekian
Human Resource Leader
Labworks International
suzankerekian@labworksinternational.com