

Technical Sales Lead

We are a Technology Company

Norcada is a photonics, MEMS and nanotechnology company located in Edmonton, Canada. The company focuses on the development and manufacturing of products with applications in environmental scanning and sensing, microscopy, microanalysis, genomics and quantum science. Since our founding in 2002, Norcada has developed a broad customer base for its products, with sales and product development collaborations in four continents and more than 40 countries worldwide.

The Position

Norcada is currently looking for a technical sales lead to assist with business development, sales and marketing activities. The main responsibilities in this position include handling sales inquiries, quotation and proposal development, supporting marketing activities, and "lead to sales to shipment" support of our customers. This is a full time, permanent position and provides medical and pension benefits.

Key Responsibilities

- Customer interaction including phone and online sales engagement. We are active in international markets and work may extend outside of the regular "9 to 5".
- Preparation of standard quotes and handling customer queries
- Supporting our client development and account management, including shipping and after-sales support
- Maintaining internal information management systems and lead tracking
- Working with our technical team to analyze business opportunities
- Supporting conference and tradeshow events, including travel to various countries
- Coordinating people, projects, and sales activities and supporting our world-renowned delivery excellence
- Maintaining a high level of confidentiality and professionalism is required from employees of a trusted high-tech brand

Qualifications and Experience

- Post-secondary education in engineering, business, science, or related area (BSc, BCom, or MBA)
- Minimum of 3 years of experience in sales or customer interaction in manufacturing and/or product distribution fields
- Proven experience in developing proposals and project plans
- Training and experience in process management or project management
- Demonstrated proficiency in Microsoft Office as well as work experience in CRM (Salesforce)
- Experience with WordPress and HTML is an asset
- Knowledge of sensor-tech, semiconductor, MEMS, or microscopy/microanalysis industries may help you succeed in this job



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The Ideal Candidate

- Has excellent written/verbal communication and interpersonal skills
- Has the ability to work independently and in cooperation with customers and collaborators in various countries
- Has the ability to collaborate with various engineering and non-technical teams
- Feels comfortable working assertively in a deadline-driven environment
- Is detail-oriented and organized
- Preferably lives in the greater Edmonton Area

Candidates who wish to apply may submit their resume and cover letter via email to admin@norcada.com, or via [Indeed.com](https://www.indeed.com)