

Valve Automation & Control Specialist

Automation West Technology is a design and manufacturing firm for valve automation and related pneumatic air, high pressure gas, hydraulic and electric controls, and telemetry. AWT provides consulting, technical design services and engineering for natural gas, oil – pipeline and station valve automation. AWT technology in electro-hydraulic automated valves is also designed for marine, offshore, mining, and other heavy industrial pipeline service, failsafe and SCADA and network automation.

General Description

The Valve Automation & Control Specialist performs all aspects of sales including quoting, customer service, networking with our industry, and closing while assisting in drafting and designing process. This role will technically and commercially support the Valve Automation and Controls (VAC) Division of Automation West Technologies Ltd. (AWT) in BC. The position will provide mentored development of sales and design expertise by assisting management with specific customers in industries for general valve automation, process controls, natural gas & oil pipeline, station and facilities technology developed by AWT VAC.

Responsibilities

- Technical and commercial review of bids and RFQ
- Pneumatics and hydraulic fluid Power circuit/schematic review and design
- Process valve specification and selection
- Valve automation, actuation & controls specification
- Technical documentation and review of automated valves and controls (forms)
- Commercial quote and bid preparation
- Collaborate with AWT valve automation project management and assembly, QC
- Provide client support and technical issue resolution via E-Mail, phone and other electronic medium
- Communicate effectively with customer to collect all relevant information relating to the application of electro-hydraulics including: power units, controls components
- Ability to work closely with the sales team to create proposals that contain the proper content and price point that will appeal to the customer and generate further discussions
- Create final quote with all supporting concept drawings and specifications
- Consistently stay up-to-date on new technology in order to stay current with the latest technologies that could improve company overall results
- Finalize concept with customer and/or obtain additional information. Site visits may be required from time to time
- Support various projects and the development of marketing materials
- Market research on potential opportunities
- Campaign creation and workflow design in HubSpot
- Continuously maintains a professional company image

Education & Work Experience Requirements

- Bachelor's degree in Mechanical Engineering or equivalent
- Minimum 5 years of hydraulic design experience preferred
- Technical background in mechanical, electrical, and fluid power such as hydraulics or pneumatics
- More than 3 years of direct work experience in an external sales capacity
- Professional demeanor, selling style and appearance
- Bilingual in English and French an asset
- MS Office experience specifically Excel and Word
- A pro-active self-starter who can operate both individually and as part of a team
- Attention to detail in a technical and commercial documents and version control
- Excellent communication (oral and written), interpersonal, organization and presentation skills
- Able to work independently and efficiently to meet deadlines