



Technical Account Manager – Geotechnical & Materials Testing

Edmonton, Alberta

Job description

If you have a passion for the geotechnical sector, helping people find solutions for complex needs, and continuous learning, then this is an opportunity for you. Our team of Technical Account Managers work with customers to match scientific monitoring and testing solutions to their geotechnical and materials testing needs.

Company Overview

Hoskin Scientific Limited, for over seventy-five years, has been a proven supplier of testing and monitoring instrumentation across Canada. With offices in Vancouver, Edmonton, Oakville, and Montreal we focus on focus on three major markets: Geotechnical & Materials Testing, Environmental Monitoring, and Test & Measurement Instrumentation.

Requirements/Skills:

- Curious, with a passion for learning and new technologies
- Working knowledge of Geotechnical and/or Materials Testing sector as well as the various customers and subsectors is a definite asset.
- Possess proven analytical/problem solving solutions for real-time customer needs.
- Post-secondary education in a related discipline would be a definite advantage: civil or mechanical engineering, applied technical designation, business etc.
- Proven customer relations or proven experience with success matching customer requirements to a broad array of product and service solutions.
- Ability to present and communicate in a professional manner.
- Possess excellent verbal and written communication skills in French and English
- Must be organized with good time management skills.
- Computer proficiency in Windows, CRM and Microsoft applications is an asset.
- Must be self-motivated and able to work independently and in a team environment to meet or exceed goals.



Major Responsibilities:

- Supporting customer relationships
- Consultative relationship selling to and serving the: consulting, construction, infrastructure, testing, university, government and research sectors in Western Canada.
- Continuously updating customers on new products.
- Providing solutions to customers' needs in person, virtually and over the phone.

We offer a competitive remuneration package and a full range of benefits. Salary is commensurate with education and experience. Interested candidates should send their resume in confidence to:

E-MAIL: careers@hoskin.ca