

Sales Manager (West)

Andritz Hydro – Compact Hydro Segment, North America

Richmond, BC

Andritz Hydro, a global supplier of electro-mechanical systems and services (“Water to Wire”) for Hydro Power plants, is a leader in the world market for hydraulic power generation. Headquartered in Europe, the Group has a staff of approximately 16,700 employees worldwide and develops and manufactures high-tech systems at production, service and sales sites all around the world. The company promotes Hydro Power as the most economical form of renewable energy and works in close cooperation with its customers to elaborate long-lived, environmentally friendly concepts. Andritz maintains a balance of nature, humanity and technology in perfect harmony, as part of their own corporate culture.

Andritz Hydro is at a pivotal stage as it expands its product and service offerings for its growing customer base, and has identified a need for a new Sales Manager for the US and Canadian West Coast market to join the company. Reporting to the General Manager, Compact Hydro North America. The Sales Manager will play a strategic role in creating new business development strategies, services and capabilities to grow the business and compete in the evolving, energy marketplace. A significant amount of time will be spent generating new, and building upon existing, customer relationships to increase market share in the western region.

Based in Richmond, BC, critical to this role will be your ability to effectively build cross-functional relationships, both internally and externally, while delivering a high level of client satisfaction and promoting high visibility for the company. You will be an active participant in industry associations, continually seeking networking opportunities. You will develop an intimate knowledge of customer organizations and can assess the company’s competitive position and define the strategic winning direction for each opportunity. Developing the sales pipeline that results in Andritz’s Compact Hydro segment achieving market share is the ultimate goal.

As the ideal candidate, you are a Professional Engineer who brings a track record of success working in a business development capacity working with a client base and sales strategies with parallels to Andritz Hydro. Your ability to multi-task, and your entrepreneurial, driven style combined with your ability to grasp the operating issues facing your customer and the functionality of a complex system with a long sales cycle have earned you the respect of your customers and colleagues. You will bring a passion for driving sales combined with a history of outstanding client service.

To be considered for this exciting position, please submit your resume and related information online at: <http://www.odgersberndtson.ca/en/careers/10618> or for further information contact please contact Swetlana Patnaik, Amy Gill or Caroline Jellinck in our Vancouver office at 604-685-0261.