

Regional Sales Manager – US Midwest

Location:

Calgary, Alberta, Canada

Summary

TransCanada Turbines (TCT) is the sole authorized overhaul, repair and maintenance service provider for Siemens Energy and General Electric (GE) aeroderivative industrial gas turbines, serving an expanding international client base.

TCT's key strength is our people, who offer quality and flexibility that only an independent organization can provide.

We are currently looking for an experienced **Regional Sales Manager – US Midwest** to join our sales Team, this position will be home based out of our Airdrie Depot facility.

Reporting to the Manager, Business Development Americas and, Director of Commercial the Regional Sales Manager is responsible for meeting the sales objectives established by TransCanada Turbines (TCT). This will include generating budgeted levels of sales orders and inquiries for TCT approved General Electric and Siemens engines. Emphasis is to be placed on achieving repair and overhaul orders while still pursuing field service and maintenance opportunities where available. This position requires a significant amount of travel within the US and Canada.

Duties

The duties will include but will not be limited to the following:

- Achieve the budgeted levels of customer orders for repair, overhaul and field service of TCT approved General Electric and Siemens engines.
- Achieve repeat orders and/or long term contracts within the market.
- Ensure that RFQ's received are analyzed to establish potential profitability and the need for clarification in the quotation process.
- Work with the bidding team in Calgary to ensure that customer requests are met and profitable orders are secured.
- Work with all other Managers and General Managers to ensure that objectives are met.
- Prepare and maintain a business development strategy for the region.
- Assist with, and where necessary, lead contract negotiations.
- Report on business development and field service issues/progress on a regular basis, as defined by the Vice President Sales, Strategy & Business Development.
- Work with marketing, trading, and supply partners where necessary to achieve goals of TransCanada Turbines.

- Increase knowledge of the HSE Policy and Manual and maintain a positive attitude towards the health and safety of myself and my coworkers.
- Take ownership of HSE issues and demonstrate enthusiasm and support for HSE.
- Other duties as directed by the Vice President Commercial.

Employee and team flexibility is of prime importance to TransCanada Turbines. It is important that all employees are willing and able to assist with any activity, at any time, as necessary to support the needs of a changing and demanding customer base in the gas turbine repair and overhaul business.

Skills

- Basic knowledge of General Electric (LM2500, LM6000) and/or Siemens (RB211, Avon) Industrial Gas Turbine (IGT)
- Possesses strong interpersonal communication skills both written and verbal.
- Experience with commercial negotiations.
- Strong planning, organizational, and decision making skills are essential.
- Proficiency with Microsoft Office Suite applications (Outlook, Word and Excel).

Job Requirements:

- A minimum 10 years related experience, or a combination of education and experience will be considered.
- Extensive travel required, often with little notice

Company Requirements:

- Valid Driver's License
- Valid passport or ability to obtain one
- Successful completion of a criminal background check
- Successful completion of a post-offer medical and drug & alcohol test

****Only those selected for an interview will be contacted****