



Be Part of the Solution



Technical Sales Representative – Saskatchewan

HAZCO Environmental Services is a leading provider of environmental and decommissioning solutions. Our comprehensive services are backed by our strong corporate infrastructure, dedicated personnel, extensive project experience and our specialized equipment assets. Our commitment to safety and our track record for providing our clients with professional and compliant services make us a preferred contractor and service provider to major corporations and government agencies. With the belief in empowering our people, HAZCO offers their staff a positive work environment that encourages growth, personal development and a commitment to our core values.

CCS Corporation ("CCS"), headquartered in Calgary, is an industry leader in providing environmental solutions for the energy and natural resource industries. What began as a one-rig operation in Northern Alberta over 30 years ago has grown to an organization that provides specialized integrated waste management, well servicing and environmental solutions to our clients. This is your opportunity to become part of the solutions we provide.

Under the direction of a new leadership team, our 3,000+ employees across North America are identified through four main operating divisions: Concord Well Servicing, HAZCO Environmental Services, CCS Midstream Services Canada and Midstream U.S. Operations. As a family of diverse business units, CCS offers unique career development opportunities.

Position Summary:

Due to continued growth, HAZCO Environmental Services has an immediate need for an experienced Technical Sales Representative to join the Saskatchewan based HAZCO sales team. The Technical Sales Rep. is a professional relationship builder with a technical mind set; able to deliver exceptional customer service and dedicated to delivering a premium product in a competitive market.

Responsibilities:

- Delivering exceptional customer service while expanding relationships within existing customer base
- Foster new client relationships and identify new business opportunities
- Work closely with multiple internal stakeholders to ensure bids/proposals are delivered on time and in accordance with client expectations
- Participate in the development and review of content for bids/proposals including technical writing such as project summaries, execution plans, scheduling, estimates and marketing materials
- Support other members of the sales team when possible in order to help promote open communication, team work, success and having fun
- Represent HAZCO at tradeshow, conferences, industry events and other networking opportunities
- Assist in the development of marketing materials and strategies
- Remain up to date on relevant industry regulations and trends including: upcoming projects, innovative technologies and competitor strategies/initiatives
- Work closely with Project Managers, Business Development and Senior Management in identifying and developing new business opportunities and competitive strategies

Qualifications:

- Related Post-Secondary education such as a degree or diploma
- Previous experience in oil, gas or environmental services
- 5+ years of industry experience with a focus on sales, client relations and/or business development
- Highly refined verbal communication skills including presentation skills
- Strong technical writing skills
- Excellent computer skills especially with MS Office
- High energy and outgoing personality with a genuine interest in people

If you have a positive attitude, a desire to learn, and a drive to succeed please apply online:

www.hazco.com

We are an equal opportunity employer.