

Atlantic Purification Systems Ltd.

Environmental Systems Technical Sales Representative Dartmouth, Nova Scotia

Our well-established, family owned business has an immediate opening in our Environmental Systems group. As an essential member of our environmental team, you will work closely with the Environmental Systems manager and project manager to perform various duties including, but not limited to the following:

- Liase between equipment manufacturers, engineering consultants, municipalities, industries and installing contractors to develop process equipment specifications for inclusion in tender documents and equipment supply requests;
- Manage, review and evaluate multiple manufacturer/equipment supply tender projects for sales opportunities;
- Prepare and submit supply proposals and equipment costing bids to meet tender deadlines;
- Prepare submittal documents for engineering review and approval;
- Provide installation instruction and assistance including start-up and commissioning services to the installing contractors;
- Maintain existing customer base as well as develop new accounts in the Municipal/Industrial Water and Wastewater Treatment Industries;
- Attend trade shows, manufacturer training seminars, etc.

The successful candidate will be highly organized with effective communication skills, both written and verbal. As a member of a small team, you realize the necessity to be flexible and co-operative, to ensure overall success.

Required Skills:

Computer proficiency on MS Windows platform using MS Office Suite and Adobe Acrobat.

Education/training/previous experience:

Chemical or Mechanical Engineering Technologist diploma; BSc Engineering or Environmental Science; or equivalent;

Basic knowledge of Water and Wastewater systems is a requirement;

Knowledge of the specific challenges influencing equipment selection for Atlantic Canada's treatment plants as well as previous sales experience would be assets.

Salary commensurate with education and experience. We thank all applicants for their interest; however, only those candidates selected for interview will be contacted.

Interested persons should reply in confidence to

sales@aps.ns.ca or
APS/ Enviro Tech Sales
PO Box 877
Dartmouth NS B2Y 3Z5

Atlantic Purification Systems Ltd. is a family owned sales and service business, situated in Dartmouth, NS, that has been successfully serving the municipal, industrial and commercial markets in Atlantic Canada since 1970. APS works with consultants, contractors, municipalities and industry to provide and support state-of-the-art equipment solutions for water and wastewater treatment, water quality analysis and testing, pumping and fluid handling, compressed air and painting & sandblasting. APS is also one of the primary distributors in Atlantic Canada of wholesale equipment to contractors and service companies involved in residential and commercial water conditioning. For more information visit APS at www.aps.ns.ca