

# JOIN OUR TEAM!

Innovate, Collaborate and Elevate with AKA!



By joining AKA, you become a part of a community driven by innovation and a vision for a cleaner world, transforming global power utilization and increasing sustainability with cutting-edge technology.

## WHO WE ARE

AKA Energy Systems (AKA) is a systems integrator that offers innovative energy solutions to various industries. With a team of electrical, mechanical, software, and automation engineers, we...

- **DEVELOP,**
- **BUILD,**
- **TEST,**
- **DEPLOY, and**
- **MAINTAIN**

Power systems in marine and offshore industries, microgrids and renewable energy technologies in land-based industries. We operate from offices located in Canada, the United States of America, Europe, and Asia, with teams deployed around the world. Engineering, Manufacturing, and Services are based primarily in our Prince Edward Island facilities.

*We prioritize caring for one another, our communities, and the environment. Our goal is to create a significant and positive global impact through the development, advancement, and commercialization of technologies that enhance safety, promote environmental cleanliness, and improve overall well-being.*

## OUR COMMITMENT TO YOU

- Creative and challenging work environment immersed in cutting-edge technologies
- Working with experienced cross-functional teams in a globally renowned company
- Flexible working conditions and exciting travel opportunities
- Continuous training, and professional and personal development
- Opportunities to learn and work across a wide array of projects and engineering disciplines
- Competitive compensation package, including attractive group benefits.



**AKA**  
Energy Systems

Ahead of the Current. Local Presence. Global Reach.

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**NOW HIRING  
CAREERS AT AKA**

# SALES TECHNICIAN

Employment: Full Time | Reports To: Sales Leader | Location: Montague, PEI

## ABOUT THE ROLE

This position is responsible for preparing and presenting quotations and proposals to customers for various products, services, and solutions that AKA is involved in. This effort will require a solid willingness to learn and a collaborative skillset to work with multiple stakeholders and departments to deliver quality proposals to customers and ultimately sales to the business.

This position is also responsible for providing effective customer service for all internal and external customers by utilizing excellent and over time in-depth knowledge of the company's products, services, and solutions.

## POSITION RESPONSIBILITIES

- Achieve growth and hit sales targets by successfully managing a pipeline of leads and opportunities. This will involve familiarization and utilization of AKA's customer relationship management (CRM) software and AKA's enterprise resource planning (ERP) software
- Respond to inquiring customers to develop and qualify leads and convert opportunities while under supervision
- Exhibit strong meeting management skills, including using online tools to organize, schedule, and conduct online meetings. These meeting management skills should involve preparing for the conference, establishing and sticking to an agenda, taking notes, and defining actions, and distributing meeting minutes post-meeting
- Working both independently and collaboratively preparing estimates for products, services, and solutions that meet the customer's requirements and preparing and presenting technical and commercial proposals. This will involve accessing and using company records, documentation, and tools, including lessons learned repositories. It will also involve collaborating and seeking out additional data and information from other AKA sales team members, AKA's engineering department, and other accessible subject matter experts along with the scientific record

- Communicate and collaborate with AKA's current and potential clients, including preparing for and presenting our products, services, and solutions to existing and potential clients. Additional activities involve following up and soliciting feedback on submitted proposals, answering questions, and negotiating and revising content to ensure quality and customer satisfaction
- Communicate and collaborate with AKA's procurement division, along with vendors requesting and negotiating technical and commercial aspects of proposals received to ensure quality and satisfaction for AKA's customers and partners
- Communicate with AKA's operations department to ensure a successful handover between sales and operations. This means being able to clearly articulate both orally and in writing the scope, budget, and required timeline for the product(s), service(s), and solution(s) sold to ensure quality and satisfaction for AKA's customers and partners
- Providing a solid commitment to continuous improvement by identifying potential and productivity tools, including developing, testing, implementing, and validating these improvements and tools
- Establishing personal and practical goals and actions plans aligned with the company's mission, vision and values

- Having a commitment to continuous education by learning and growing through self-education, collaborating with team members, and formal training

## POSITION REQUIREMENTS EDUCATION & EXPERIENCE

- University/College Diploma in a technical field of study an asset
- Experience in electrical engineering, automation, and software programming is an asset
- Experience in the field of system integration is an asset
- Experience, education, or training in sales and business an asset
- Product knowledge

## SPECIAL KNOWLEDGE

- Knowledge of Microsoft Office Suite of products essential including: MS Word, MS Excel, MS Power Point. Additional Microsoft products knowledge considered an asset would be MS Sharepoint, MS Teams, MS Project, and MS Visio
- Knowledge of Enterprise Resource Planning tools considered an asset, and although not mandatory the candidate should mention if they have knowledge or experience working with the ERP called Odoo
- Knowledge of Customer Relationship management software tools considered an asset



**HEADQUARTERS**  
PO Box 577  
23 Brook Street  
Montague, PE  
Canada COA 1R0

**LOCATIONS**  
North America - Canada  
Asia - Singapore  
Europe - MAN Partnership

**CAREERS INFO**  
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## SKILLS

- Excellent organizational and time management skills
- Ability to work in a fast-paced environment while setting priorities
- Strong analytical and problem-solving skills
- The capacity to multi-task, prioritize and work under pressure
- Ability to liaise well with others and delegate tasks
- Strong oral and written communication skills
- Energetic, friendly, outgoing and proactive personality
- Flexibility and desire to take on additional responsibilities
- Attention to detail and deadlines
- Willing to learn and grow with the company

## COMMUNICATION

- Tailor communication (e.g., content, style and medium) to diverse audiences
- Read cues from diverse listeners to assess when and how to change the planned communication approach to deliver messages effectively
- Communicate equally and effectively at varying organizational levels
- Understand others' underlying needs, motivations, emotions or concerns and communicate effectively despite the situation's sensitivity

## INITIATIVE

- Persists in finding solutions
- Considers ideas from a variety of sources (e.g. literature, peers) to solve problems
- Anticipates and responds proactively to future needs (of external clients and internal groups) that may not be obvious to others



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