



**NOW HIRING
CAREERS AT AKA**

TENDERING ENGINEER

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

ABOUT THE ROLE

As an expert in sales, with a broad range of skills and abilities, the Tendering Engineer shall apply their in-depth knowledge of AKA's products, services, and solutions to deliver quality proposals to customers and to produce sales for AKA.

As an integral member of the sales team at AKA Energy Systems (AKA), the Tendering Engineer shall prepare and present quotations and proposals to customers for AKA products, services, and solutions. The scope of responsibilities and daily activities of AKA's Tendering Engineer shall focus on leadership, management, and continuous improvement, as follows:

PRIMARY RESPONSIBILITIES LEADERSHIP

- Collaborate with AKA sales team colleagues, engineers, and other subject matter experts (SMEs), as well as with prospective and existing clients to prepare estimates for products, services, and solutions that meet customer requirements.
- Follow up and solicit feedback on submitted proposals; in particular, respond to questions, and negotiate and revise content to ensure quality and customer satisfaction.
- Collaborate with AKA's procurement department, and with vendors requesting and negotiating technical and commercial aspects of received proposals, to ensure quality and satisfaction for AKA's customers and partners
- Communicate with AKA's engineering and service departments to ensure a successful handoff from sales to operations.

MANAGEMENT

- Respond to customer inquiries, and develop and qualify leads and opportunities that contribute to meeting sales targets and produce growth for AKA.
- Organize, schedule, and conduct online meetings; in particular, prepare conference venues, establish and manage agendas, identify action items, and take and distribute meeting minutes.
- Prepare and present technical and commercial proposals.

CONTINUOUS IMPROVEMENT

- Ensure compliance with established policies, programs, and practices at AKA.
- Identify and implement opportunities for continuous improvement of sales processes and practices; in particular, develop, test, implement, and validate solutions and tools that improve productivity.
- Identify and implement personal and practical goals and action plans that align with AKA's mission, vision and values.

KEY REQUIREMENTS EDUCATION AND EXPERIENCE

- Bachelor's degree in Engineering, or experience in engineering combined with a Bachelor's degree in Business management or related field.
- Training in business sales an asset.
- Relevant experience - electrical engineering, automation, software programming, or system integration - in the power and electrical energy industry, and knowledge of products and services in that industry.

KNOWLEDGE AND SKILLS

- Superior leadership skills that inspire trust, create positive change, and influence intentional outcomes for individuals, teams, and organizations.
- Superior communication skills, including the ability to interpret and explain, in easy-to-understand terms, energy industry products, services, and solutions.
- Excellent decision-making and problem-solving abilities, including the ability to make judgments based on interpretation or differences of opinion.
- Excellent data analysis skills, with a strong ability to connect meaningful insights from the interpretation of raw data to informed strategic decisions.
- Strong organizational and time management skills, especially in relation to working under pressure, adjusting to changing priorities, and adapting to changing work environments.
- Advanced technical skills, proficient in the use of Microsoft 365 productivity tools, customer relationship management (CRM) software, and enterprise resource planning (ERP) software.
- In-depth knowledge of engineering and manufacturing culture, with a detailed understanding of resource needs in that culture.
- Ability to identify one's own professional skills gaps, and to seek professional development opportunities to address those gaps.



HEADQUARTERS
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23 Brook Street
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LOCATIONS
North America - Canada
Asia - Singapore
Europe - MAN Partnership

CAREERS INFO
www.aka-group.com/careers/career-search/
www.aka-group.com

