



Mitsubishi Hitachi Power Systems Canada, Ltd. (MHPSC) is a leading supplier of steam and gas turbines and generators and related maintenance services to the energy industry in Canada. We are currently seeking an individual to join our team!

**Type:** Permanent, Full-Time  
**Position:** Senior Manager, Service Sales  
**Reports to:** General Manager, Operations & Engineering  
**Compensation:** Based on Experience  
**Location:** Calgary, AB

### **Position Summary:**

The Senior Manager, Service Sales leads the Service Sales team and is primary responsibility for sales of maintenance services to operators of gas and steam turbines in Canada and is also responsible for the implementation/achievement of sales objectives, strategies, and budgets related to MHPSC's thermal power services.

### **Responsibilities:**

- Develops and maintains strong personal relationships with customers through regular visits and personal contact in order to maximize MHPSC's opportunities to supply our services and expand our customer base and market share.
- Monitors the external market and the products, services and strategies of competitors for their impact on MHPSC's business plans and goals.
- Proposes solutions to meet customers' existing and future service requirements.
- Supports the Executive team in the development of orders/sales/profit targets and business development strategies that are aligned with MHPSC's short and long term business objectives.
- Oversees the processing of customers RFQ's and preparation of bid packages.
- Works collaboratively with Service Sales and Service Operations team members to ensure development of competitive proposals.
- Follows up on submitted quotations, including responding to customer questions and inquiries, reviewing customer responses or clarification requests, and attending customer meetings.
- Negotiating/finalizing contracts.
- Works closely with the Service Operations team to ensure all customer requirements and timelines are being met, while continuing to build customer relationships.
- Translates mandates and directives from the corporation and the Executive team into action plans for the Service Sales team.
- Provides coaching and support to reporting employees.
- Provides visible support and leadership in the implementation of MHPSC's safety, environment and quality management systems.
- Extensive travel within Canada and occasionally to other countries.
- Other duties as assigned.

**Requirements:**

- A University degree or technical diploma related to business or engineering is preferred. A combination of related training and considerable experience may be considered an equivalent.
- 5-10 years of business development and sales experience within a team. Preference for leadership experience within a service environment.
- Knowledge of large steam turbines, gas turbines, and generators including their design, operation, and maintenance is an asset.
- Ability to understand tender documents and proposal specifications from a technical and commercial perspective.
- Knowledge of commercial terms and conditions and their applicability to service contracts is an asset.
- Computer skills in MS Office, CRM and ERP applications
- Strong Leadership and Interpersonal skills
- Demonstrated collaboration and teamwork abilities.
- Demonstrated commitment to safety

**We Offer:**

- Competitive compensation
- Comprehensive benefits package
- Company-matched pension plan
- Paid wellness time which converts to vacation time if unused
- Education spending account
- Safety apparel allowance
- Continuous training opportunities

MHPSC is a wholly-owned subsidiary of Mitsubishi Hitachi Power Systems, Ltd. We enjoy the benefits of being part of a large international corporation and the advantages of operating locally, with the chance to work on products that help generate energy locally and internationally.

To apply for this position, please forward your resume and cover letter to [careers@psca.mhps.com](mailto:careers@psca.mhps.com) or apply online at [www.pasca.mhps.com](http://www.pasca.mhps.com).