



Position: **Technical Sales Specialist**
Type: Regular-Full time
Location: Calgary, Alberta

Reporting to: Vice President of Sales and Customer Service

Company Overview:

CR Wall & Co. Inc. is a leading distributor of products and solutions for the Canadian Gas Energy Industry. Our commitment to excellence and innovation drives us to provide top-tier products, solutions, and services to our customers nationwide. We are dedicated to helping our customers safely, reliably, and efficiently operate their systems while supporting our industry's ambitious environmental goals. At CR Wall & Co. Inc., we know that having the right culture and team is essential to accomplishing our goals

Role Overview:

We are seeking a full-time Outside Technical Sales Specialist responsible for the sales and growth of the valve integrity business across Canada.

Key Responsibilities:

- **Market Analysis:** Conduct thorough market research to identify new business opportunities, understand competitors and stay ahead of industry trends in the natural gas and energy sectors.
- **Subject Matter Expert (SME):** Operate as SME for valve integrity products.
- **Customer Engagement:** Build and maintain strong relationships with key clients, understanding their needs, and providing tailored solutions that meet their requirements.
- **Product Focus:** Identify new sales opportunities and drive new product introductions with existing and new customers.
- **Collaboration:** Work closely with and provide feedback to other team members to drive results and portfolio growth.
- **Reporting:** Prepare and present regular sales reports, forecasts, and market analyses to the senior management team and capture in CRM.

Qualifications:

- **Experience:** Minimum of 3 years of technical sales experience, preferably with 2 of or more of those years within the natural gas or energy sectors.
- **Industry Knowledge:** Deep understanding of the natural gas downstream market, with a strong grasp of gas energy (H₂, Biogas/Biomethane) and gas midstream dynamics.
- **Valve and Valve Maintenance** (lubricants, sealants, fittings, pumps, etc.) experience is desired
- **Skills:** Proven ability to develop and execute successful sales strategies, with excellent negotiation, communication, and interpersonal skills.
- **Education:** B. Eng/ P. Eng or Diploma in a technical field is ideal. Other combinations of experience and education may be considered.
- **Travel:** Willingness to travel as required to meet with clients and attend industry events.

Why CR Wall & Co. Inc.?

- **Innovation:** Be part of a forward-thinking company that values innovation and continuous improvement.
- **Impact:** Make a significant impact on the growth and success of our company in a dynamic and evolving industry.
- **Culture:** Join a team of dedicated professionals who are passionate about what they do and committed to excellence.

If you are a driven and ambitious professional with a passion for the natural gas and energy sectors, we want to hear from you! Please send your resume and a cover letter detailing your relevant experience and why you are a perfect fit!

Apply today!

Online: <https://www.crwall.com/careers/>

Email: careers@crwall.com