

Wyssen Avalanche Control is the **industry leader** in providing state of the art technology for avalanche control. The Wyssen Avalanche Towers and avalanche detection systems are recognized as the most operationally reliable and effective remote avalanche control system in the world.

**Wyssen Canada Inc.** is looking for an experienced technical sales manager for our office in Revelstoke, BC. The technical sales manager will be responsible for maintaining existing client relations, soliciting new clients, and providing on the ground support for installation and maintenance of Wyssen products.

Our team consists of highly motivated and qualified people who are fully committed to finding innovative solutions to satisfy customer needs.

## Technical Sales Manager

### Job Duties

- ✓ Project management of ongoing and new sales projects of Wyssen Canada Inc. (mainly avalanche detection) including
  - Performing sites visits and discussing with customers to assess their needs
  - Writing sales proposals including cost estimates for installation and maintenance of the equipment
  - Recommending a concept and design of the system according to customers needs
  - Coordinating internal and external resources
  - Realizing projects (installation and removal)
  
- ✓ Support in the development and standardization of the infrasound avalanche detection system as well as the adjustment to local requirements
- ✓ Coordinate commissioning and de-commissioning of deployment boxes with customers
- ✓ Customer support and consultation during and after project realization
- ✓ Customer relationship management with existing clients
- ✓ Assess market needs and identify potential customers
- ✓ Marketing including visiting potential customers and developing strategies to access new markets
- ✓ Project acquisition
- ✓ Present Wyssen Canada Inc. products and services at tradeshow and conferences and produce the necessary materials (e.g. presentations, talks)
- ✓ Technical service and maintenance, troubleshooting, also on-site (for both, avalanche tower and avalanche detection systems), e.g. yearly service of deployment boxes
- ✓ Coordinate with technical support team in Switzerland
- ✓ Write scientific articles and journal articles
- ✓ Maintain database with records of on-going projects, leads and customers
- ✓ Administration and support of daily business activities (managing storage, mail, etc.)

### Essential qualifications

- ✓ Masters' degree in technical or natural sciences
- ✓ Background and proven work experience in the IT sector
- ✓ Excellent knowledge of MS Office applications, i.e. Excel, Word and PowerPoint
- ✓ Experience with project management and sales including coordinating and planning skills, soliciting and maintaining client relationships
- ✓ Experience in writing reports, articles and scientific contributions

- ✓ Proven work experience in the avalanche industry
- ✓ Knowledge and interest in snow avalanches (theoretical understanding and practical skills)
- ✓ CAA Level 1 or higher
- ✓ Willingness to work with explosives and in exposed mountain terrain
- ✓ Self-motivated and able to work without supervision with excellent self-organization skills

### **Desirable qualifications and attributes**

- ✓ Second bachelor or masters' degree in IT
- ✓ Skills in a GIS software (QGIS) and programming language (Matlab, R and/or Python)
- ✓ Experience with snow and avalanche research
- ✓ Fluent German language skills (speaking and writing)

### **Terms of employment**

Terms of employment: Full time, Permanent position

Language of work: English

Wage: \$35-45/hour dependent on experience, WysseN Canada Inc. offers vacation pay in lieu of taking regular yearly paid vacations

Location of work: Revelstoke, BC; the successful candidate must be willing to travel in Canada and occasionally world wide

### **Contact information**

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### **Company address**

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