

## Sales and Application Engineer (Two Positions)

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Are you looking for challenging career opportunities? Do you truly want to make a difference in the world through technology innovation? Delta-Q could be the place for you.

Delta-Q Technologies, founded in 1999, supplies vehicle manufacturers with power conversion solutions enabling the shift away from internal combustion engines to environmentally friendly electric drive systems. Considered the technology benchmark in industrial AC-DC battery chargers and integrated DC-DC power converters, Delta-Q products are installed on hundreds of thousands of vehicles such as golf cars, aerial work platforms, industrial floor cleaning machines, Neighborhood Electric Vehicles, and plug-in hybrid and utility vehicles.

To support our continued business growth and to resource several new product development programs, Delta-Q is recruiting for a variety of Engineering, Product Management, Product Support, and Sales positions. Our vision is "Delta-Q in electric vehicles everywhere!" and our focus is to hire the best and brightest to make that happen. Find out how rewarding it is to help advance the state of vehicle electrification while working in a dynamic culture that embraces honesty, integrity, perseverance and innovation.

### POSITION SUMMARY

The Sales and Application Engineer helps Delta-Q to win customers by ensuring seamless new applications of Delta-Q products. This is achieved by providing technical knowledge to customer engineers and assisting Delta-Q Sales Representatives with new opportunities. The Sales and Application Engineer is the key technical role in the Delta-Q sales process.

### PRINCIPAL RESPONSIBILITIES

- Supporting the sales effort with technical expertise on products and systems to help provide a solutions-based offering to customers
- Being a conduit and an accelerator of information exchange between customers, sales and engineering to ensure valuable and rapid responses to customer requests
- Accompanying Sales Reps or traveling independently on OEM visits and training sessions
- Working with customers on all aspects of the application of our products to their vehicle systems including mounting, thermal performance, wiring/connections, software, battery charge algorithms, and others as necessary
- Participating and contributing technical knowledge to industry conferences and technical committees that Delta-Q has an interest in
- Working with Sales Reps to evaluate and drive new product opportunities and product customizations
- Ensuring prototype and sample product meets customer needs before delivery and that all customer specific requirements are adequately captured in the development process
- Assisting the Engineering Department in determining customer requirements for minor product modification programs
- Acting as the voice of the customer for in-house product development programs

### QUALIFIED CANDIDATES SHOULD POSSESS

- A Degree or Diploma of Technology in Electrical Engineering (Power Electronics preferred) with five to ten years experience in sales application engineering or an engineering role involving significant customer interaction
- Ability to work as part of a diverse team, or independently as required, in order to achieve internal and external customer satisfaction
- Excellent organizational skills, time management ability and self-discipline
- Ability to effectively present information and respond to questions from groups of managers, clients, customers and the general public
- Experience in developing and writing specifications and/or proposals
- Ability to interpret instructions furnished in written, oral, diagrammatic, schedule or other forms
- Proficiency in PC software such as Microsoft Office, product lifecycle and contact management software
- Ability to travel up to 25% of the time and internationally as required

Please send resume as an attachment to [careers@delta-q.com](mailto:careers@delta-q.com) quoting "Sales and Application Engineer" in the subject line.

Delta-Q is located in Burnaby, BC, the geographical centre of Metro Vancouver. With a diverse economy and a growing high-technology sector, Vancouver is a world-class multi-cultural city set amidst the natural beauty of the ocean, lakes, rivers and mountains of the Pacific Northwest region. It is no wonder that so many people from around the world have made Vancouver their home and those raised here have chosen to remain.

Challenging career opportunities, competitive benefits and an outstanding location make Delta-Q a great place to be.

For more information about Delta-Q Technologies and current career opportunities please visit us at [www.delta-q.com](http://www.delta-q.com).