

Pipeline Rehabilitation Sales Engineer

Quest Inspar is looking for an experienced **Pipeline Rehabilitation Sales Engineer** to be located in Houston, TX or Kent, WA.

Quest Inspar specializes in pipeline rehabilitation for the life extension of small through large diameter pipelines at power and water utilities as well as industry at large. Operating across North America, our patented robotic technologies deliver our PipeArmor® polymer pipe in pipe liners as a trenchless solution to fill and seal cracks, arrest corrosion and erosion and restore useful design life to compromised pipe systems. Our business is delivering customers cost effective and environmentally sound solutions that remove the extraordinary expense and extreme disruption that can result from traditional "dig and replace" construction.

Responsibilities:

- Work in conjunction with sales department, solutions agents and channel partners to identify, develop and support the close of new business opportunities.
- Perform site inspections; conduct needs analysis for new pipeline rehabilitation projects.
- Prepare public and private bids and proposals, execute bid strategy, provide input into the estimating process and generate market intelligence for capture and subsequent analysis.
- Perform new account planning and maintain favorable business relationships with serviced accounts.
- Work with Engineering Solutions team in the trial of system upgrades and new product chemistries
- Assist in the development of marketing communications and service portfolio decisions, coordinate pilot trials of system upgrades and new products and spearhead management of customer service.

Qualifications:

- Bachelor's degree in Engineering with minor in Business, Marketing or Construction Management; and, or degree in Construction Management, or other related field required.
- Minimum of 5 years pipeline rehabilitation or pipeline construction related sales experience; direct experience with CIPP, HDPE, pipeline coatings and underground construction experience a plus.
- Provable success in developing and building relationships with clients, contractors and engineering firms.
- Strong interpersonal skills with the ability to motivate and communicate, and strong people management and decision-making skills required.
- Solid working experience with Microsoft Office Suites required; experience with a CRM tool a plus.
- Adaptive to learning new technologies, programs, processes and procedures and effectively applying acquired knowledge to performance of job and the delivery of solutions to customers.

- Ability to meet overnight travel requirements of 1-2 nights per week.

Quest Inspar, LLC offers a competitive salary with a generous benefits package including medical, dental and vision insurance, paid vacation and holiday time, tuition assistance, and the opportunity to grow within an expanding company. **Qualified candidates please send resume with cover letter to HRInbox@QuestInspar.com**

Quest Inspar is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to, among other things, race, religion, color, national origin, sex, age, status as a protected veteran, or status as a qualified individual with disability.