

CAREER OPPORTUNITY

- **Job Title:** Technical Service Representative **Location:** Calgary, AB
Process Chemicals
- **Reports to:** Technical Services Manager **Anticipated Start Date:** Immediately

- **Purpose of position:**

Provide technical support to process chemical customers in cooperation with Account Managers, toward the achievement of business plans for the production chemical business.

- **Key Accountabilities:**

- Provide technical support to customers in assigned territories;
- Prepare recommendations based on field test analytical results, as well as, monitor reports and correspondence in support of the individual sales territories;
- Present technical information and conduct training seminars for both internal and external customers;
- Actively contribute to business development through the sharing of knowledge and utilization of the Brenntag Sales Process;
- Participate in strategic business planning at the district and departmental level;
- Maintain and update technical information regarding products and answer technical inquiries from customers;
- Establish and maintain regular contact with third party research groups and industrial research consortia to advance knowledge base and solicit new business potential;
- Manage an established expense account;
- Ensure health, safety, and environmental policies are understood and adhered to.

- **Qualifications will include the following:**

Behavioral Competencies:

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| • Results Oriented | • Business Acumen |
| • Problem Solving | • Planning/Prioritizing |
| • Analytical Thinking | • Team Focus |

Technical Competencies

- Engineering Degree or Bachelor of Science degree and/or a credited Technical Diploma in Engineering or Chemistry
- Superior presentation skills and advanced negotiation skills
- Advanced computer skills including Microsoft applications (Word, Excel and PowerPoint)