



# ELECTRICAL & SYSTEMS ADVANCED CONTROL INC.

## Business Development and Marketing – Electrical Technologist

ESAC provides turnkey integrated solutions for utilities and industries specializing in SCADA, protection, control and instrumentation. Projects consist of design, development and implementation of PLCs, RTUs, integrated relays/meters, SCADA PC based HMI software, server Historians, LAN/WAN communications and relational databases.

ESAC leads the electrical industry in innovative power system integrated solutions based on technology, service and value. We seek a professional and meticulous individual for our senior team.

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### Duties:

1. Develop and maintain a detailed understanding of electrical SCADA solutions, E-Houses and switchgear upgrades for utility/generation applications and markets to increase annual sales.
2. Working with managers and multidiscipline technical teams to effectively develop system estimates, proposals and contracts.
3. Market development through trade shows and newsletters, obtaining new opportunities with sales forecasting reports ensuring managers awareness of vertical market direction.
4. Soliciting client satisfaction of completed projects and reasons of proposals not awarded.
5. Develop strategic client relationships for multi-year projects, bulk orders and support programs.
6. Competition research establishing advantages and disadvantages of ESAC offerings and value to evolve as market leaders.
7. Assisting managers and Human Resources in sourcing and hiring new staff.

### Required Qualifications:

1. Electrical technologist with a focus on electrical SCADA, protection/integration panels, switchgear and e-houses having previous projects experience.
  2. Approachable person comfortable meeting new people and developing client relationships.
  3. Proficient with Microsoft Office, project and client management.
  4. Minimum 5 years marketing and business development in the electrical utility market.
  5. Working knowledge of electrical SCADA, wireless communications, certified panels, protection relays, switchgear upgrades and E-Houses for turn-key solutions.
  6. Handling of multiple clients and contracts simultaneous with support of management team.
  7. Excellent team participation, adapting, speaking and writing skills.
  8. Self motivated to learn new skills, assume new responsibilities and work cooperatively in a team environment.
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Position based on OACETT Job Classification level 4. ESAC offers progressive benefits, attractive performance bonuses and continuing education plans. Enjoy leading the professional growth of an innovative company continuously expanding its horizons.

Please forward resume indicating skills and experience including salary history with expectation to Human Resources; [esac.hr@esac.com](mailto:esac.hr@esac.com)

**Systems at Your Fingertips**  
**Integrated Protection, Control and Metering**



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