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Westlund/Emco Water Solutions is a specialized technical group within the leading wholesale company, EMCO Corporation. As one of the fastest growing suppliers of construction equipment to the Water and Wastewater industry, we focus on supplying water treatment facilities, pumping stations and reservoirs nationally across Canada.

We are looking to add a Project Manager to support our team at our Mississauga location. This sales position gears towards employing a graduate in an engineering degree program, who is energetic, results-driven and desires to work in an entrepreneurial environment while at the same time developing their technical specifications knowledge and practicality in the construction industry.

Our business is growing and we are looking for talented outgoing people to transition into successful leadership roles long term. We take high pride in continually investing in our teammates, gaining industry experience, product training and the development of individuals' personal and professional growth. Our expectations are high, **but the REWARDS are worth it!**

Emco offers internal mentoring leadership programs like no other, designed to have you focus your big picture, thinking and learn to become a strong business leader. At every stage of your development, we take your leadership skills to that next level and prepare you with a solid foundation so that you can apply the experience to your academics.

The best way to learn about our business is to know everything about it. You will become familiar with the many products, services, procedures, and people that make our company so successful today. Along the way, you will have exposure to different large capital water projects across the country to grow your network of contacts and resources for when you graduate.

*Start your career with us! Send your resume today:
Trisha Cummings: tcummings@emcoltd.com
Want to know more? Click [HERE](#) to see us in action.*

WESTLUND/EMCO Water Solutions is the leader in providing "inside the fence supply solutions" to the In-Plant water and wastewater market nationally. We offer the largest scope of construction material of any supplier; nurturing and sustaining successful partnerships and value-add opportunities throughout the construction process. Our pledge is to establish lasting relationships with our customers by exceeding their expectations and gaining their trust through exceptional performance by every member of our team

DUTIES AND RESPONSIBILITIES:

Administration Tasks: Following regional construction notices across the country and documenting tender dates, construction commencement/ completion, bidder lists, tender amounts, regional and engineering contacts. Office duties such as filing, tracking of orders, expediting purchase orders, invoicing, prepare equipment submittals for review

Technical Tasks: Compare drawings and specifications to a bill of materials and assist in the preparation of return bid documents, proficiency in word and excel is required. Interpret complex information including building plans to determine customer requirements and offer solutions that maximize profitability and create high levels of customer satisfaction.

Sales Tasks: Promote our reputation of excellent project execution nationally, and foster existing customer relationships by utilizing strong two-way communication. Continually seek out new customers prospects and regularly make sales calls on assigned customers to secure profitable business in the respective region. Identify customer and project-related drivers and recommend business changes to ensure a superior offering that exceeds the competition.

Management Tasks: Engage with the team to maximize the opportunities created through marketing and promotional initiatives including industry seminars and tradeshow. Deal with customer complaints and adjustments to quickly achieve fair and equitable settlements at minimum cost to the company. Partner with PCM and teammates to design and implement sound business plans for the new opportunities to ensure identified growth and profit is achieved is in-line with the PC's overall strategic plan

ENTRANCE REQUIREMENTS:

- Minimum College or University degree
- Preference given to previous sales experience
- Mechanical Experience and/or civil engineering skills are an asset
- Exceptional customer service and communication skills
- Self-motivated and able to work with a minimum of supervision
- A desire possess comprehensive product knowledge
- Interest in new technology and innovation
- Strong planning and organizational skills

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