



**Technical Sales Specialist – Network infrastructure solutions for underground mining & tunneling  
Northern Light Technologies – Toronto, Canada**

**About Northern Light Technologies (NLT)**

NLT is a turn-key partner in the design, manufacture, deployment, and support of scalable communication technologies that is changing the way mines and tunnels communicate, collaborate, and operate.

**Job Description**

NLT is seeking a high-energy Technical Sales Specialist with a demonstrated ability to understand customer needs and to match those needs to applications and solutions from the employer's solution suite. Experience within an underground mining or tunneling end user environment would be ideal. The position is located in Toronto and the customer base is in Canada and the US.

**Essential Functions**

- The ideal candidate has sales experience in mining, tunneling and/or harsh environments with a technical background in networking and communications.
- Position requires a sales professional with a proven ability to identify leads, qualify, develop and close business in order to meet sales objectives. Demonstrate the ability to analyze the needs of customers and determine how to position NLT's products and professional services to competitively meet those needs.
- Work with customers on a daily basis to generate sales revenue and provide account management support.
- Maintain an awareness of competitive offerings and strategies.
- Act as liaison between customers and internal departments to ensure smooth delivery of products and services.
- Coordinate meetings and product/solution demonstrations for customers.
- Build a strong pipeline of new business opportunities such that the sales pipeline reflects the capability to meet and exceed sales goals.
- Manage sales and travel expenses to budget.
- The role requires up to 40% travel.





### Qualification/Skills

- Graduate of a college or university program in electronics, control/process control systems, wireless technologies, and/or high speed data and communications Networks.
- Experience with underground mining, tunneling or in harsh environments.
- Experience selling network infrastructure and peripherals such as WiFi access points, routing and switching, VoIP telephony, personnel tracking, access control, and software.
  - or a candidate may have relevant experience maintaining/installing similar technologies and has the interest and capacity to transition in to Sales.
- Proven negotiating skills with experience attaining or exceeding set quotas in the network/communications solutions arena.
- Candidates must have superior communication and interpersonal skills, be competent in quoting and proposal writing and have a strong commitment to quality service.
- Must be willing and able to travel.
- Must possess a valid driver's license.

### How to Apply

Our online application will give you the option to apply to this role as a complete candidate and not just a resume.

Apply at: <https://www.fitzii.com/apply/12689?s=fc>

The application will assess your qualifications, personality traits and workplace preferences, and should take 10 to 15 minutes to complete. You can get a copy of your assessment when you're done by logging back into the application tool.

If you require any accommodation in the application process, please contact us with the "Need Help" button in the application.

We will review applications as they are received and look forward to hearing from you.

