

Solutions Specialist

Mississauga, ON

Winnipeg, MB

Lakeside Process Controls Ltd. ('Lakeside') is recognized as a market leader, providing complete automation solutions to a wide range of industries. Our capabilities in process management and industrial automation enable us to solve our customers' process automation challenges, keeping their operations running safer.

Our solutions range from devices that measure and relay diverse physical and chemical conditions, devices that control flow of materials, networks that transmit event-related information, to process control systems that collect information and trigger necessary actions to ensure continued operations.

Lakeside's success is due to its exceptional people. Our skills and passion for our work is the key to our strong business results. Our commitment to a culture of integrity, teamwork and collaboration is what drives our continued and sustainable growth.

We seek individuals who are engaged, capable and committed to continuous improvement.

If this sounds like you, apply today and discover your potential with Lakeside!

To apply, please visit our website [here!](#)

What you will be doing in the role of Solutions Specialist:

Working in collaboration with Account Management, the Solutions Specialist will be capable of completing the following core competencies in an independent or autonomous capacity with a high level of success:

- Working directly with our install base of DeltaV control system customers
 - Lifecycle support including expansion, upgrades and system integrity
- Support and monitor strategic initiatives to maintain the health of the automation business unit
- Actively support proposal development through executive summary writeup, proposal structure guidance as well as scoping and solution development.
- Maintain knowledge of the DeltaV Product portfolio and related applications; learn new requirements as need arises
- Gain and maintain detailed knowledge of competitors' offerings and sales organizations including market direction, pricing strategies and capabilities

- Regular use of CRM for managing sales activities including but not limited to:
 - Funnel Management and identifying target customers
 - Engaging in proactive and regular follow-up on leads and opportunities to maximize sales success

Knowledge and skills required for the role:

- University Undergraduate Degree or College Diploma in an Engineering Discipline
- 5+ years of experience in selling or delivering industrial engineered solutions or similarly complex offerings
- 2-5 years of experience in selling or architecting industrial engineered solutions
- Experience in the full sales cycle from specification to negotiation through to closing
- Knowledge of process control equipment, process controls systems, and its connection to our instrumentation, valve products, other technologies
- Knowledge of industrial maintenance practices, project and engineering practices, plant operations and similar functions at industrial facilities
- Knowledge of Industrial Control System maintenance activities
- Excellent communication, interpersonal and customer relation skills
- Excellent customer service skills
- Curiosity!

What we give YOU!

- Flexible working schedules, including hybrid remote work programs
- A competitive compensation package, with RRSP-matching
- Comprehensive benefits coverage (medical, dental, vision, EAP & on-demand virtual health care)
- A culture that promotes healthy work-life balance with above-market paid time off
- A structured training and development program and opportunities for continuous learning
- Opportunity to participate in an award-winning wellness program!

Commitment to Diversity

Lakeside Process Controls Ltd. is committed to employment equity and welcomes diversity. We believe strongly in celebrating the different perspectives and experiences that come along with having a diverse network of employees, and encourage applications from all qualified individuals, including: persons with disabilities, Indigenous persons, women, and members of visible minorities.

If you require accommodations to complete an application, please contact Human Resources at human.resources@lakesidecontrols.com and we will

work with you to meet your accommodation needs.

How We Review Applications

AI tools may be used to assist in the screening of applicants for this position. Final hiring decisions are made by our recruitment team.

Existing Vacancy

This posting is for an existing vacancy that our team is actively recruiting for.

Pay Type: Salary

Hiring Min Rate: 90,000 CAD

Hiring Max Rate: 120,000 CAD