



A SPIRE POWER SOLUTIONS COMPANY
UNE COMPAGNIE DE SPIRE POWER SOLUTIONS

Role: Quotation Specialist
Department: Sales
Reports to: VP Sales & Marketing

The position of Quotation Specialist for Pioneer Transformers combines both a strategic and tactical mindset with a strong focus on growth. This role is accountable for quotation sales of our liquid filled transformer offering ranging in size from 150kVA up to 25 MVA at 69kV (350 kV BIL) that are manufactured at our Granby Facility. This role interfaces with both external and internal stakeholders including but not limited to external customers, external sales reps, engineering, and supply chain organizations.

Position responsibilities as follows:

- Perform all aspects of quotations for liquid filled transformers.
- Partner with cross functional team to grow the business with Investor Owned Utilities (IOU), Public Power Customers, Construction & Industrial (C&I) Customers and renewable energy markets
- Represent the company as required, including attendance at industry events and public meetings
- Maintaining and updating CRM as required

Education or Equivalent:

- Preference will be given to individuals with a technical or post-secondary education background (e.g. Electrical / Electronic Engineering Technologist) or equivalent industry experience.
- 5+ years of quotation experience preferably in transformers or other electrical related equipment

Knowledge/Skills Requirements

- 3-5+ years commercial strategy and execution experience
- 3-5+ years in T&D Market / T&D Market Sales Experience
- Must have heightened sense of urgency and results orientation and competitive spirit
- Strong ability to organize effectively, solve problems quickly, communicate clearly and handle internal/external challenges/conflicts
- The ability to develop and maintain strong relationships with customers and suppliers is essential.
- The ability to handle multiple projects with deadlines of varying urgency.
- Must exhibit excellent time management, negotiation, and organizational skills.

Work Environment / Travel / Physical Requirements:

- Able to work remote

About Pioneer Transformers:

Pioneer Transformers brings together a wide range of transformers and power solutions to serve utility, renewable energy, public power, commercial, and industrial markets across North America. With rapid response times and over 50 years of operations and engineering expertise, Pioneer delivers a complete range of proven products, services, and support tailored for customers' success. For more information, please visit www.pioneertransformers.com.