

Position Title: Sales Engineer  
Location: Burnaby, BC  
Reports To: Vice President, Products

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## Summary

Greenlane Renewables Inc., headquartered in metro Vancouver, Canada, is a pioneer in the rapidly growing renewable natural gas ("RNG") industry. As a leading global provider of biogas upgrading systems, we are helping to clean up two of the largest and most difficult-to-decarbonize sectors of the global energy system: the natural gas grid and the commercial transportation sector. Our systems produce clean, low-carbon and carbon-negative renewable natural gas (RNG) from organic waste sources including landfills, wastewater treatment plants, dairy farms, and food waste. Greenlane is the only biogas upgrading company offering the three main technologies: water wash, pressure swing adsorption and membrane separation and has over 35 years industry experience, patented proprietary technology, over 100 biogas desulfurization units shipped, and over 135 biogas upgrading systems sold into 19 countries, including many of the largest RNG production facilities in the world. Greenlane is a publicly-traded company on the Toronto Stock Exchange (TSX: GRN).

If you are passionate about joining a collaborative, growth-minded team to evolve a dynamic business in a new and fast emerging sector of the global renewable energy industry this may be the role for you! The Sales Engineer will be responsible for helping achieve sales targets for biogas compression, treatment and upgrading equipment and services by providing technical and commercial support to the sales team.

## Key Duties & Responsibilities:

- Develop a detailed understanding of wide range of technologies for biogas compression, treatment and upgrading, and be able to design, specify, integrate, compare, and apply those technologies to agricultural digester, waste water digester, and landfill gas to CNG/RNG applications.
- Develop and maintain a database of technical and commercial information, and then apply that information to respond to prospective and current client requests quickly in a clear, efficient and accurate manner.
- Understand and be able to articulate the pros and cons of each technology, comparing multiple technical solutions to demonstrate differentiated value propositions to prospective clients.
- Understand and be able to articulate the pros and cons of Greenlane solutions compared to competing solutions in the industry.
- Develop detailed proposals, to clearly and accurately communicate technical solutions to clients, and to identify that solution as uniquely filling their specific needs.
- Ensure current and prospective client requests are responded to in an organized, timely & professional manner.
- Develop and maintain relationships with co-workers, vendors, customers and business partners.
- Proactively identify opportunities to improve internal processes and improve technical and commercial offerings.
- Maintain strong networks with others within the industry to expand industry knowledge, contacts, and identify new business opportunities.
- Ensure the CRM system is kept up to date with sales activity.

## Qualifications and Experience:

- University Degree in Engineering plus 5+ years' experience in Sales Engineering or Pre-Sales role for a technology company, or equivalent education and experience.
- Expertise in air or gas compression, treatment, purification and separation is an asset, with a specific focus on natural gas or renewable natural gas.
- A strong understanding of sales, including how to identify a client's needs, and how to communicate one solution as uniquely meeting those needs is an asset.
- Specific knowledge of the biogas and renewable natural gas market is an asset.
- The optimum candidate is self-motivated and focused individual with a passion for technology and a strong aptitude for customer satisfaction.
- Excellent verbal and written communication skills.
- A confident, effective communicator with the ability to build strong relationships and interact at all levels of an organization.
- Strong analytical and problem-solving skills.
- Very strong planning and organizational skills, with the ability to manage multiple competing demands simultaneously, and react quickly to strict deadlines.
- A strong drive and desire to achieve and to assist in generating new business.

- Strong work ethic and the ability to provide exceptional teamwork in order to fully support engineering and other internal teams in meeting tight deadlines.
- Great attitude, personable, courteous and a great team player.
- Can-do, positive, proactive attitude and capable of working independently with minimal supervision.
- Ability to work under pressure and stay focused in a fast-paced environment.
- Willingness to travel and work in a global team of professionals.

#### **How to Apply:**

We are an equal opportunity employer and invite applications from all qualified individuals. To be considered for this role please apply through the Greenlane Renewables page on LinkedIn and attach your resume. While we thank all interested candidates only those who are short-listed will be contacted.