
Reliability Maintenance Specialist – Business Development Operations – Montreal, QC

Overview

The candidate will be responsible for supporting the current account managers in promoting reliability-based service contracts that are in-line with the strategic alignment of the Montreal Service Center. The candidate will also be accountable for the delivery of the service contract, with support from the Operations and Engineering departments. The candidate will be responsible for business development targets in that area of expertise.

What You Will Do

- Promote reliability-based maintenance service contracts at customer sites with the support of our account managers.
- Work with our proposal manager and estimators to develop pricing and a proposal for a high-level approach or survey of the customer assets.
- Collect the required information from the customers to prepare a high-level approach or survey of the customer assets.
- Prepare and present our findings from the data collection process, with the collaboration of our engineering department.
- Prepare and present complete Master Service Agreements to prospect customers with the help of our proposal/estimating department.
- Roll-out and monitor the execution of asset efficiency optimization contracts and reliability-centered maintenance agreements with our customers.
- Promote our services and solutions to corporate customers and head-offices with the support of the sales manager.
- Ensure customer satisfaction and the performance guarantees are met with the collaboration of the account managers.
- The main development responsibility for this role will be to develop the asset management and reliability-centered maintenance services for the Montreal service center.
- The candidate's performance will be measured and assessed against these goals.

Skills & Qualifications

- Mechanical Engineering Degree
- Experience with delivery of service contracts
- Client facing
- Bilingual English and French

Why Join?

The Organization. A global leader in smart technologies and complete lifecycle solutions for the marine and energy markets.

The Role. This candidate will be responsible for supporting the current account managers in promoting reliability-based service contracts



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The People. Our client promotes employee engagement through a culture of open communication, integrity, and innovation. They create a workplace in which all employees have the chance to show their best and develop further their competencies.

Your Next Steps

Email your resume in **word format** to ctucci@radarhh.com. Please quote **project #106616** in the subject line. radar promotes the highest standards of integrity and principles of quality, diversity, equity, and ethical practice. We thank all those who submit their résumés. Only those selected for further consideration will be contacted.