

JOB OPENING: PRODUCT SPECIALIST, MECHANIZED SILVICULTURE

Quadco is currently seeking a Product Specialist to join its Sales & Marketing team. We need your talent and energy to develop our new green forestry business!

Our partnership with Bracke Forest will expand Quadco's product offerings to include disc trenchers, mowers, planters, seeders, and biomass felling heads. Reporting to the President, this role will lead the marketing efforts of the brand. The candidate will work closely with colleagues, including territory sales managers, design engineers, and field technicians, as well as all stakeholders, including government agencies, foresters, contractors, and operators. The candidate will identify opportunities, develop sales and profitability, recommend improvements, and manage specific projects and mandates related to the function.

Job description:

- Serve as a liaison between the Swedish Bracke Forest factory and Quadco's North American team.
- Coordinate sales/marketing and after-sales activities relating to the brand: trade shows, conferences, field demos, develop promotional and training material, spare parts kits, inventories, etc.
- Lead various projects of technical nature such as first-time attachment installs, product improvements, etc. Will include coordination of work schedules, methodologies, and costs.
- Design and carry out productivity studies, feasibility studies, comparative studies, etc.
- Analyze customer needs and recommend the best equipment for the application.
- Be the eyes and ears of the manufacturer in the field: analyze product performance and recommend changes and improvements if needed.
- Write reports and recommendations to management.
- Train sales staff (Quadco's and dealers').
- Ensure compliance with safety, environmental, and ethical standards.

Requirements:

- Bachelor's degree in Forestry, Forest Engineering, or Engineering, or other relevant studies, with previous experience in silviculture, forest management and operations. Future graduates (Spring 2024) with desired experience and skills will be considered.
- Strong communication and interpersonal skills with a positive attitude: ability to demonstrate new concepts/solutions and build relationships.
- Curious and creative, mechanically minded, and adaptable to ever-changing work settings.
- Job location to be discussed.
- Willing and able to travel extensively through North America and occasionally abroad.
- Bilingualism (English and French) will be an asset.

About Quadco:

Quadco was founded in Canada in 1989. Quadco's mission is to manufacture and distribute world-class forestry attachments and components, from harvesting to reforestation. It is headquartered in St-Eustache QC, with other locations in North America and New Zealand. It has 165 team members.

Contact:

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