

Sales Representative

The Sales Representative sells Victaulic products and services in the assigned field sales territory in order to satisfy our customers' requirements by furnishing defect-free products and services on time, every time.

RESPONSIBILITIES:

- Promote to sell company products, concepts and services to prospects, specifiers, buyers, distributors and users
- Research and report marketplace and competitive information for sales strategy planning and review
- Develop sales objectives, strategies and forecasts and concur with your manager
- Build and maintain good relationships with clients, prospects and distributors
- Develop and implement suitable promotion plans, with the help and approval of your manager, such as group presentations, regional shows, training seminars, branch visits and installation tours
- Find and follow major construction, expansion or retrofit projects with Victaulic sales potential
- Cooperate with the corporate sales effort when sales influences are inter-territorial
- Develop territory distributors to maintain the required customer service level
- Comply with pricing guidelines or make recommendations for special pricing for your manager's approval
- Continuously improve customers' written specifications for Victaulic products
- Gain complete information for all quotation requisitions including application, specification, pricing and timing requirements
- Maintain up to date knowledge and skill for your job and advise your manager of any training needs
- Cooperate with inside sales, engineering and other support staff to ensure good teamwork to meet customer requirements
- Participate in your quality workgroup meetings and strive for continuous improvement in your work
- Report activities, progress, market information, new ideas, expenses and other relevant data as appropriate or as requested

QUALIFICATIONS:

- Mechanical Engineering Degree, or equivalent experience
- P. Eng designation, an asset
- Superior negotiation, planning and organizational skills
- Excellent presentation skills
- 3-5 years direct industrial sales experience

Equal Opportunity/Affirmative Action Employer

www.victaulic.com

