



Technical Sales Representative-Automation (Montreal south shore)

Job description

Working within the designated territory, the highly motivated Technical Sales Representative is responsible for developing sales strategies and attracting new clients. The successful candidate will play a key role in increasing revenue by providing unsurpassed customer service and technical expertise, while managing, growing and negotiating with customers, generating leads, qualifying prospects and closing sales to achieve profitable growth.

Tasks & Responsibilities

- Forecast sales, develop "out of the box" sale strategies.
- Close the sale using various sales methods, and meet personal and team sales targets.
- Evaluate customer's needs while maintaining and expanding relationships
- Have a strong initiative to personal education through attendance at sales meeting and training sessions
- Make and record regular calls on key accounts in a manner that is consistent with company sales objectives through our CRM system
- Identify and keep track of all projects and opportunities through our CRM system
- Work closely with our Technical Services department to fulfill customers engineered project requests, and assist in preparing project proposals
- Identify, and produce effective solutions for customers' challenges
- Provide technical support and application assistance to customers
- Keep customers informed of new products and technologies
- Respond to sales leads that have been qualified
- Use proper safety equipment and follow safe procedures when visiting customers.
- Work closely with Inside Sales team members to provide unsurpassed customer service on accounts within your territory
- Build strong relationships and make regular joint calls with supplier Territory representatives.

Requirements

- Proven Industrial Sales Experience
- Extensive knowledge in Fluid Power, Electromechanical and Automation is essential
- Great communication and negotiation skills and the ability to communicate technical knowledge in a clear and understandable manner
- High attention to detail with excellent organizational and problem-solving skills
- Experience working with CRM system
- Ability to estimate budgets, and react quickly to any technical job related challenges
- Strong and self-motivated team player, service oriented and willing to learn new equipment and processes
- Self-motivated, competitive and extremely driven.

Interested candidates can send their resume to svivier@wainbee.com