



5789 Coopers Ave. Mississauga ON L4Z 3S6
P: 905-568-1700 • TF: 1-888-WAINBEE [924-6233] • F: 905-568-0083

Job Title: Technical Sales Representative

Wainbee Limited is looking for a Technical Sales Representative to join our team in **Calgary**. In this key role, you will be **responsible for driving sales and profitable growth from designated accounts in the Southern Alberta**.

About Wainbee: Wainbee Limited is a leading solutions provider in engineered systems, products and services for motion & control, industrial filtration and automation solutions. We are fully committed to providing quality products and services in a way that exceeds our customers' expectations and ensures we are their trusted partner for automation products and advice. As one of Canada's largest manufacturing agents, Wainbee Limited has 16 offices and over 250 employees from coast to coast.

Description: With an eye on enhancing the company's reputation for teamwork, unsurpassed customer service, technical expertise and productivity, your key responsibilities will include:

- Achieving sales and gross profit goals while establishing and maintaining key account partnerships;
- Planning, making and recording regular calls on major accounts to meet sales objectives;
- Preparing quotations for customers on components, systems solutions, and manufactured products (using checklists where required);
- Keeping customers informed about new products and technologies while providing application assistance;
- Working with sales managers to assess accounts and propose yearly sales objectives for each product line and reviewing plans regularly throughout the year and adjust actions as required.

Qualifications: As our ideal candidate, you have **3-5 years of experience in a technical sales role** or a related industry, preferably selling pneumatics, hydraulics or electromechanical products, along with **effective communication and listening abilities**

Location: Calgary, AB.

Submit resume: to careers@wainbee.com

While we thank all applicants, only those being considered for an interview will be contacted.

Wainbee is a national, employee-owned and managed Canadian company providing competitive and comprehensive remuneration and benefits packages including dental, medical, profit sharing, and pension plans. The total experience of working at Wainbee - benefits, culture and opportunity for growth - is what makes us a truly unique company. A company where you can thrive and be successful.

****Wainbee is an equal opportunity employer committed to diversity and inclusion. We are pleased to consider all qualified applicants for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, age, disability, protected veterans status, Aboriginal/Native American status or any other legally-protected factors. Disability-related accommodations are available on request for candidates taking part in all aspects of the selection process.****