



3111 Millar Ave. Unit #20 Saskatoon, SK S7K 6N3
P: 306-652-1433 • TF: 1-888-WAINBEE [924-6233] • F: 306-652-1436

Inside Sales Representative Wainbee Limited

Job Brief

Working with the supervision of the Inside Sales Manager, the successful candidate will play a fundamental role in achieving our unsurpassed customer service and technical support objectives. We are looking for a talented and competent Inside Sales Representative that thrives in a fast paced sale environment, and must be comfortable working with industrial customers, suppliers and channels partners while generating interest, qualifying prospects and closing sales.

Tasks & Responsibilities

- Provide technical and product selection assistance to customers
- Prepare written and verbal quotations for customers' requests
- Partner with Technical Sales Representatives to provide unsurpassed customer service and close sales opportunities while maximizing profitability
- Source new sales opportunities through inbound lead follow up
- Receive POs and input orders into ERP system
- Route qualified opportunities to the appropriate sales team members for further development and closure
- Identify and form relationships with key customer contacts and generate interest in our product offering and services
- Maintain and expand database of prospects

Requirements

- Proven Inside Sales Experience
- Ability to understand customers' technical needs and requirements with knowledge of Hydraulic and Pneumatic Industrial Products
- Strong and self-motivated team player, service oriented and willing to learn new products
- Excellent verbal and written communication skills
- Strong phone presence
- High attention to detail with excellent organizational and problem-solving skills
- Ability to multi-task, prioritize and manage time effectively
- Proficient in Microsoft Office
- Experience working with ERP and CRM systems



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About Wainbee

Wainbee Limited is a solutions provider in engineered systems, products, and services for motion & control, industrial filtration, and automation solutions. As one of Canada's largest manufacturing agents, Wainbee Limited has 16 offices and over 250 employees; including a team of engineering staff coast to coast.

As an employee owned company incorporated in 1957 and controlled by principal employee-shareholders, who are active in the daily operations as the management team, Wainbee Limited and its divisions have become trusted partners in the motion & control market.

Interested Candidates can send their resume to careers@wainbee.com.

Please reference job number SK124 in subject line.