



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

Technical Sales Representative Wainbee Limited

Job Brief

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

- Make and record regular calls on key accounts in a manner that is consistent with regional and company sales objectives through our CRM system
- Work closely with Inside Sales team members to provide unsurpassed customer service on accounts within your territory
- Work closely with Technical Services department to provide customers with engineered solutions to project requests, and in preparing project proposals
- Evaluate customer's needs while maintaining and expanding relationships
- Keep customers informed of new products and technologies
- Identify, and produce effective solutions for customers' challenges
- Attend regular sales meeting, actively participating to grow sales as a team
- Develop sales forecasts, work with Regional Sales Manager on implementing "out of the box" sales strategies
- Build strong relationships and make regular joint calls with supplier representatives
- Respond to sales leads that have been qualified
- Use proper safety equipment and follow safe procedures when visiting customers



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Requirements

- Proven Industrial outside 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
- Competitive and extremely driven with a high attention to detail and 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

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 SK126 in subject line.