

PRS JOB #	<b>2009</b>
JOB TITLE	<b>Sales Representative – Industrial Equipment</b>
JOB LOCATION	Primarily in the Southern GVA region (primarily Delta, Surrey and Langley)
SALARY	<p>Year 1 guaranteed income of \$60K (salary and commission combined)          Year 2 Target Earnings (salary + commission) = \$90K+          Year 3 Target Earnings \$100K+</p> <p>The role also offers a company paid vehicle and a strong employee benefits plan</p>
ABOUT THE COMPANY	The hiring company is a recognized leader in the industrial equipment sales, rental and service industry, selling to business owners and managers. The company has won numerous awards for Best Managed and Top Employer, offering career growth potential and a progressive corporate culture that values diversity
JOB DESCRIPTION	<ul style="list-style-type: none"> <li>• Travel in the Lower Mainland region for in-person meetings with customers</li> <li>• Use effective prospecting techniques including cold calling, scheduled follow ups and qualification of leads</li> <li>• Actively seek out new client opportunities to meet &amp; exceed sales objectives</li> <li>• Develop and/or maintain strong client relationships</li> <li>• Identify creative solutions to meet and exceed client expectations</li> <li>• Conduct product demos and sales presentations in a professional manner, using features and benefits that are in line with customer needs</li> <li>• Create proposals and quotations in a professional manner</li> <li>• Successfully negotiate and close deals</li> <li>• Utilize online resources to maintain accurate records of sales calls, prospect interactions, client files and sales activity information</li> <li>• Regularly provide detailed sales activity updates to Sales Management</li> <li>• Work closely with others to ensure a team approach to achieve and maintain high levels of client service</li> </ul> <p>Applicants <u>must have</u> a <b>valid Driver’s License</b> with no driving restrictions</p>
CANDIDATE COMPETENCIES	<ul style="list-style-type: none"> <li>✓ 3+ years of successful sales experience, ideally with related technical industrial product experience</li> <li>✓ Post-secondary education in a related discipline is an asset</li> <li>✓ Knowledge of professional B2B sales process and account management</li> <li>✓ Effective decision making ability and results oriented</li> <li>✓ Strong sales deal negotiation skills and high level of customer focus</li> <li>✓ Excellent verbal and written communications skills</li> </ul>
CANDIDATE ‘FIT’	The hiring clients seek a focused, bright, reliable, tenacious, and diligent Sales Star who takes initiative, has command presence with the customer base, and is also a great team player.
HOW TO APPLY	<p>Please email your resume (cover letter optional) to <a href="mailto:info@philiprecruitment.com">info@philiprecruitment.com</a></p> <p><i>We thank all applicants for their interest, however, only those selected for an interview will be contacted.</i></p> <p><i>If this is not the right time or role for you, but you suspect it could be a great opportunity for a qualified candidate, feel free to forward this information to them and have them contact us directly.</i></p>