

PRS JOB #	<b>2035</b>
JOB TITLE	<b>Sales Representative, BC market Technical Industrial Products</b>
JOB LOCATION	Vancouver Lower Mainland, BC
REMUNERATION	Competitive base salary, company vehicle and employee benefits
ABOUT THE COMPANY	Our hiring client is a long established, respected, and stable manufacturer and sales organization of technical industrial products used in municipal and industrial projects.
JOB DESCRIPTION	<p>Reporting to a Regional Sales Manager, this role is responsible for building and maintaining strong relationships with product distributors while promoting sales of the company's products to municipalities, consulting engineers, and contractors. Key duties of this role include:</p> <ul style="list-style-type: none"> <li>• Develop new revenue generating business opportunities with a range of customers</li> <li>• Interface and establish good relationships and provide ongoing support with distributors, engineers, contractors, and municipalities.</li> <li>• Promote new products and market the advantages of our products.</li> <li>• Review specifications for various projects to provide optimal value-added (cost) solutions.</li> <li>• Respond promptly to customer enquiries, providing necessary feedback to internal stakeholders</li> <li>• Prepare reports and analysis on various projects</li> <li>• Stay current and network by attending local and regional water work conferences and trade shows.</li> <li>• Prepare PowerPoint presentations and technical documents on products, including specifications and pricing as reference documents.</li> <li>• Travel to visit customers on a regular basis (this role requires ~40% travel (approx. 8 nights per month) in the BC market territory (the BC Kootenays region is not included). Overnight travel of to meet customers and perform cold calls on customers, consulting engineers, distributors, and municipal staff.</li> </ul>
CANDIDATE QUALIFICATIONS & COMPETENCIES	<p>A completed college Diploma or university Degree, ideally in a technical / mechanical / engineering program</p> <p>5+ years of related technical / mechanical / industrial B2B Outside Sales / Account Management experience</p> <p>Proficient at Microsoft Office (Word, Excel, Power Point)</p> <p>Well-developed business presentation and sales negotiation skills</p> <p>Problem solving skills and the ability to plan, organize, and implement a sales territory and sales plan</p> <p>Have a good mechanical aptitude and field experience with hands on approach</p>
CANDIDATE 'FIT'	<ul style="list-style-type: none"> <li>✓ Must be a positive team player and be able to work independently, in a reliable, honest, diligent, and focused manner.</li> <li>✓ Be a great ambassador for the company &amp; their products</li> </ul>
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>

Office: 604 949 1320 [info@philiprecruitment.com](mailto:info@philiprecruitment.com)

*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.*