

JOB POSTING

Norcan Fluid Power – Technical Sales Representative Prince George, BC

Norcan Fluid Power, established in 1974, has emerged as Western Canada's premier supplier of hydraulic components and expertise with seven locations from Saskatoon to Langley. Our focus on quality and service is the corner stone of our business. Norcan's product lines are second-to-none, including being an authorized dealer of Bosch Rexroth products, which means we sell and service some of the best brands in the industry.

The hydraulics industry is dynamic and unique, and this is a significant opportunity for the right person. If you like to work smart and have a passion for both internal and external customer service and sales we would like to hear from you.

We are currently recruiting adding a Technical Sales Representative to cover our Prince George territory. This is a significant opportunity for the right person. If you have a background in hydraulics, like to work smart and have a passion for making a difference we would like to hear from you.

Position Responsibilities

- Promote product lines and service to the Prince George, BC area
- Sales calls, including some travel, to new and existing customer base
- Identify and qualify new business opportunities using available resources
- Provide customer support by responding to customer inquiries and requests
- Partner with current customers to ascertain current needs and generate additional sales
- Review customer requirements and provide proposals and quotations
- Prepare monthly sales plan to reach sales targets
- Work closely with the inside customer service staff to ensure the customer receives the best service possible
- Work closely with all members of the Sales team to recognize and promote sales opportunities
- Ensure that databases are current and updated with accurate customer information
- Routinely pull and reference system reports for additional sales
- Execute timely preparation of all expense reports, call reports and assigned projects
- Keep Branch and Sales management informed of all relevant activity

Standard Responsibilities:

- Adhere to high ethical standards, and comply with all regulations/applicable laws
- Comply with all policies and procedures, work rules, and standard operating procedures
- Safeguard the interests of the business, our people and our customers

Qualifications and Experience:

- 3+ years of experience in outside sales in the field of hydraulics – knowledge of Forestry, Marine, Construction, and oil and gas industries is beneficial
- Valid drivers' licence

Knowledge Skills & Abilities:

- Self-starter, motivated, team focused and results driven

- Strong presentation, organizational and time management skills
- Requires strong problem solving ability
- Proven track record of consistently exceeding corporate goals as well as strong negotiating skills
- Strong technical skills, able to present technical concepts, provide customers with hands-on technique using our products
- Familiarity with OHS, safety rules and regulations
- Familiar with Environmental rules and regulations

This is a full-time permanent recruitment with a competitive compensation package including benefits.

Diversity and Equal Opportunity Employment

We are an equal opportunity employer committed to diversity and inclusion. We are pleased to consider all qualified applicants for employment opportunities.

Contact

Please submit your resume and cover letter to: hr@norcanfluidpower.com

While we thank all applicants for their interest we will only contact short listed candidates.