

## **Job Summary**

We are currently recruiting a Technical (Outside) Sales Representative for our Calgary branch. 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 and developing business we would like to hear from you.

## **Position Responsibilities**

- Promote product lines and service to the Calgary market
- 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 determine 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:**

- Experience in Outside Sales with strong mechanical knowledge, hydraulic knowledge will be an asset – knowledge of mining, agricultural 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 [resumes@norcanfluidpower.com](mailto:resumes@norcanfluidpower.com)

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