

## **JOB POSTING**

### **Norcan Fluid Power – Technical Sales Rep Winnipeg, MB**

We are currently recruiting a Technical (Outside) Sales Rep for our Winnipeg 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 Manitoba **hydraulics** 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

#### **Qualifications and Experience:**

- Experience in Outside Technical Sales with strong mechanical knowledge, **hydraulic knowledge will be an asset** – knowledge of mining, agricultural and oil and gas industries is beneficial
- Valid drivers' license

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](mailto:hr@norcanfluidpower.com)

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