

Technical Sales Representative

Job Summary:

As a result of continuing growth, Valutech Inc is seeking a self-motivated, energetic, enterprising, customer and team focused technical sales professional to join the team, with a focus on the food & beverage, pharmaceutical, industrial and renewable energy sectors. The position holder will manage current customer accounts, identify new opportunities and establish a new customer base in their sales territory, and create and implement innovative and productive sales strategies while maintaining a high level of knowledge about the company's products, industry trends and technical standards.

Qualifications:

- Degree or diploma in a technical field
- Minimum 2 + years of experience in a technical sales or technical support based environment
- Valid Driver's License

Core Competencies:

The candidate would have the following highly developed competencies

- Organizational, time management, multi-tasking and prioritization skills
- Interpersonal and persuasive written and oral communication skills
- Results-oriented, independent, self-motivated
- Highly creative problem-solver, ability to resolve conflict professionally
- Sales and customer account management principles
- Capacity to learn and operate in-house software programs and databases

Duties and Responsibilities:

- Outside Sales :
 - Develop innovative and adaptable sales strategies and marketing initiatives in assigned sectors
 - Research and prospect sales opportunities through market research, networking and consistent follow-up in assigned sales territory
 - Prepares detailed and accurate quotations in a timely and professional capacity
 - Maintains and grows strong and professional relationships and with customers and supplier channels

- Generates, analyzes and reports on market and sales activity according to prescribed timelines
- Maintain superior product knowledge, keep up-to-date with industry and market trends and networking opportunities
- General Duties :
 - Assist team with managing accounts, information sharing and general administrative duties
 - Supports special projects as assigned by management team
 - Maintains and ensures that customer files, databases, quotation status reports and forecasts are up to date.
 - Liaise with management team to provide updates on pending orders, inquiries, and requirements for sales support

Interested candidate may apply in complete confidence by submitting a cover letter and resume addressing their interest and suitability for the position.

Covid-19 precautions:

- Health and safety protocols in place including social distancing, mask wearing in shared spaces, enhanced sanitizing and cleaning guidelines
- Temporary potential to work-from-home.

Position Information: We are offering an attractive remuneration package and above average earning. Extensive training will be provided on an on-going basis:- including detailed technical theory and professional development and sales training.

F/T M-F with some weekends/weeknights for networking/trade show/travel

Business casual dress

Starting Salary: \$54,000/annum plus vacation, travel allowance and sick days. Generous annual bonus is also offered based on performance, and the company's success for the year.

Company Profile:

For close to thirty years, Valutech Inc, in Toronto, ON has worked and evolved to serve the ever-growing needs of our customers. Valutech has built an international distribution and supply network that continues to grow and thrive. We work with Global manufactures that are leaders in their respective fields. The company's success has been attributed to providing superior technical expertise and solutions to our customer's requirements. Join the team and ignite your career with a business leader within this dynamic and growing sector.