

June 2023

Technical Sales Representative – Niagara & Hamilton

Job Description

We are looking for a self-motivated, energetic, enterprising, customer and team focused technical sales professional to join the team. The sales territory for this position is primarily in the **Niagara, Hamilton, and western GTA region of Ontario**. Preference will be given to candidates whose place of residence is within or close to the sales territory. This role requires the selling of industrial products & solutions to the food & beverage, industrial, HVAC and renewable energy sectors.

You will manage current customer accounts, identify new opportunities to grow the customer base in this sales territory. You will create and implement innovative and productive sales strategies while maintaining a prominent level of knowledge about the company's products & services, industry trends and technical standards.

Requirements and Skills:

- Degree or diploma in a technical field
- Minimum 2 + years of experience in a technical sale or technical support-based position-selling any Industrial equipment. Knowledge of pumps, valves, industrial or commercial heating & cooling equipment is an asset.
- Valid Driver's License
- 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
- Proficiency in Customer account management principles

Responsibilities include:

- 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.
- Supports special projects as assigned by management team.
- Maintains and ensures customer files, databases, quotation status reports and forecasts are up to date, while maintaining strong professional relationships
- Liaise with management team to provide updates on pending orders, inquiries, and requirements for sales support.
- Maintain superior product knowledge, keep up to date with industry, market trends and networking opportunities. Continued ongoing training will be provided.
- Develop innovative and adaptable sales strategies and marketing initiatives in assigned sectors.
- Prepares detailed and accurate quotations in a timely and professional capacity.
- Maintains and grows strong and professional relationships and with customers and supplier channels.

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 at the office
- Starting Salary: (depends on the # years experience) plus vacation, travel allowance and sick days. Generous annual bonus is also offered based on performance.

Company Profile

- For over 30 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- regardless of the size of the project. Join the team and ignite your career with a business leader within this dynamic and growing sector.