

Technical Sales Representative – Greater Niagara, Hamilton and West GTA

Job Description

Valutech is seeking a self-motivated and team-focused technical sales professional to service our client base through innovative sales strategies in **Niagara Peninsula and Western GTA regions** including the City of Niagara Falls, Hamilton, and the Peel and Halton regions (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. Successful candidates will manage current customer accounts as well as expand our client base in their sales territory by identifying new opportunities while developing a high level of knowledge regarding our product portfolio, 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:

- Outside Sales:
 - Research and prospect sales opportunities through market research, networking, and consistent follow-up in assigned sales territory
 - Develop innovative and adaptable sales strategies and marketing initiatives in assigned sectors
 - Prepare detailed and accurate quotations in a timely and professional capacity
 - Maintain and grows strong and professional relationships and with customers and supplier channels
 - Generate, analyze, and report 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
- Support special projects as assigned by management team

- Maintain 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 (ongoing training will be provided)
- Develop innovative and adaptable sales strategies and marketing initiatives in assigned sectors
- Prepare detailed and accurate quotations in a timely and professional capacity

Remuneration:

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.

- Full time (M-F) with some weekends/weeknights for networking/trade shows/travel
- Business casual dress at the office
- Starting Salary: dependant on experience
 - Generous annual bonus is also offered based on performance
- Vacation, travel allowance and sick days.

Company Profile

For over 30 years, Valutech Inc. has worked and evolved in Toronto, ON to serve the ever-growing needs of our customers throughout the province. Valutech has built an international distribution and supply network that continues to grow and thrive and we work with global manufacturers leading 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 our team and ignite your career with a business leader within this dynamic and growing sector.