

Job Title: Technical Sales Representative

Location: Ontario, Travel required: Northern Quebec

Position Overview: The Technical Sales Representative will be responsible for developing new business opportunities and managing existing customer accounts in the sawmill industry. The ideal candidate will have a strong background in conveyor chain solutions, power transmission, and sales, along with a passion for providing exceptional customer service. You will be the key point of contact for customers, providing both pre- and post-sales support.

Key Responsibilities:

- Develop and maintain strong relationships with existing customers, understanding their needs and providing tailored solutions.
- Identify and pursue new business opportunities within the sawmill and industrial sectors.
- Present and demonstrate products to customers, highlighting key features and benefits.
- Collaborate with the technical team to ensure customer requirements are met.
- Negotiate contracts, pricing, and terms with customers.
- Monitor market trends and competitor activities to identify opportunities for growth.
- Prepare sales reports, forecasts, and other relevant documents.
- Provide technical support and after-sales service to customers.

Required Qualifications:

- Experience in conveyor chains specifically within sawmills.
- Proven sales experience with a strong track record of meeting or exceeding targets.
- Solid understanding of power transmission products and applications.
- Excellent communication and interpersonal skills.

Assets:

- Proficiency in Microsoft applications (Word, Excel, PowerPoint, Teams).
- Experience with ERP systems.
- Ability to speak French.

What We Offer:

- **Company Vehicle:** Provided for business use.
- **Comprehensive Health Plan:** Coverage for medical, dental, and vision care.
- **Matching Company Pension:** Contribute to your future with our competitive pension plan.
- **Professional Development:** Opportunities for growth and career advancement.
- **Supportive Work Environment:** Be part of a team that values innovation, teamwork, and customer satisfaction.