

Technical Outside Sales Representative with partnership opportunity

Canstar Instruments Inc. - Edmonton AB - Full time

Canstar Instruments is an Instrumentation/Mechanical thriving privately owned company headquartered in Edmonton. We are both a manufacturer's representative and a manufacturer of mission-critical solutions for a variety of industries. Canstar focuses its industry-leading instrumentation mechanic expertise primarily to the fields of process weighing, force measurements and vibration monitoring. We create reliable solutions for our clients' technically challenging needs in extreme operating conditions. We provide exceptional service and support, which is a cornerstone of our business. We commission and service what we sell.

BEHAVIORAL ASSESSMENT:

It is mandatory for all applicants to complete the Profile People Survey below when submitting their application. Please proceed using the link below:

<http://www.profileperformancesystem.com/survey.html?SL=64888>

REPORTS TO:

President/Owner

SUMMARY:

Do you have good technical insight and like a challenge? Are you solutions oriented? Then apply for the position of Technical Outside Sales Representative / Edmonton AB.

You will work with a small, enthusiastic team at our office in Edmonton, however your territory mainly covers western Canada and will require travel. There will be a thorough in-house training period prior to independent travel.

The successful candidate will be responsible for maintaining accounts and revenue growth within our existing customer base, as well as developing relationships with new customers, working with OEMs, End-users and for some of our products work through distribution channels. Essentially you are responsible for the realization of solutions resulting in sales. This is a great opportunity for creative thinkers and self-motivated individuals.

JOB DUTIES & RESPONSIBILITIES:

The successful candidate will be responsible for, but not limited to the following duties:

- Maintaining thorough knowledge of our business and offerings
- Retaining clients and building strong trusting relationships, while ensuring customer satisfaction with after sales support
- Consulting with clients about their needs and emphasize how our product lines can meet those needs and offer solutions, with Canstar's in-house design support
- Identifying and approaching new clients in person and by using resources such as business directories or social networking websites/media, manufacturer generated leads
- Estimating or quoting prices, establishing credit terms, warranties and delivery dates and preparing sales proposals, as well as work with our principals to directly pursue business opportunities
- Preparing sales reports, and facilitating sales delivery arrangements
- Keeping up to date with information about product innovations, competitors and market conditions and adjusting sales strategies accordingly
- Assisting with developing and implementing strategic plans, sales projections to manage and grow accounts
- Taking appropriate actions to increase the visibility and stature of the organization i.e. promoting company, project activities and capabilities to potential collaborators, sponsors, partners, and the industry business community.

QUALIFICATIONS/REQUIREMENTS:

- Self-confidence, Self-motivation Self-starter and able to work under pressure
- Minimum 3 years experience in outside sales, business development, or account management
- Minimum post-secondary education (i.e. Instrumentation Engineering Technology), while Bachelor's degree in Engineering is preferred.
- Instrumentation background is a must
- Mechanical insight and aptitude considered a strong asset
- Time management and problem-solving skills, be detail oriented and able to prioritize
- The ability to communicate well with clients and co-workers
- The ability to work both independently and as part of a team
- The ability to serve both company and client needs.
- The flexibility to travel extensively in western Canada
- Valid drivers license with clean abstract and reliable vehicle

PROVISION: Canstar will provide the following to the successful candidate:

- Competitive salary/incentive program based on experience and skills
- Alberta Blue Cross benefit
- Car allowance
- Product training and inside sales support
- Serious opportunities for advancement and growth!

OPPORTUNITY:

For the right person there is the possibility to work into a future partnership as part of the company contingency plan.

Please submit your motivation with your resume in confidence to info@canstarinstruments.com

We offer competitive wages, training, flexible, dynamic, and exciting work environment.

We thank you for your application and interest in our organization. Only those candidates selected for an interview will be contacted.