

OPPORTUNITY



EXTERNAL SALES REPRESENTATIVE (Process Mechanical)

Posting Issued: January 29th, 2010
Reports to: Sales Director
Work place: Moncton or St. John, NB

Summary

If you are interested in joining our customer-focused team of sales experts, and have strong organizational and sales skills required to be successful in a dynamic growth-oriented company, this might be your chance! This role will appeal to an aggressive outside sales person with proven sales success and strong work ethic. The successful candidate will be responsible for the promotion of our process mechanical product lines throughout a dedicated sales territory in the Atlantic Canada region.

Responsibilities

- Solutions-based selling of industry leading products;
- Technical presentations;
- Remote territory coverage;
- Extensive customer contact;
- Focus on new business development;
- Maintaining customer relationships and troubleshooting specific customer problems.

Requirements

- Technical Diploma;
- Minimum of 5 to 8 years experience in industrial/technical sales;
- In-depth knowledge of Process Mechanical equipment (pumps, filtration, and bulk material handling equipment);
- Team work abilities;
- Motivation;
- Presentation and computer skills, along with excellent written and oral communication abilities;
- Bilingual (French & English).

***Anyone interested in this position must submit his or her resume to
Marc Joanis by email at mjoanis@peacock.ca.***