

# OPPORTUNITY



## EXTERNAL TECHNICAL SALES REPRESENTATIVE

**Date issued:** May 14, 2010  
**Work place:** Guelph, Ontario  
**Reports to:** Branch Manager

### **Position Summary**

Our Guelph branch is currently seeking candidates to fill a position of External Technical Sales Representative. In this position, the incumbent will be responsible for developing existing sales territory in the regions of Cambridge, Hamilton, Brantford and Guelph by pursuing new business and growing existing territory sales revenue while promoting company core product lines, i.e. bearings & PT, hydraulics, process, and safety.

### **Responsibilities**

- Provide solutions while selling to the following client types: End Users, OEM's, Engineering Firms and Resellers.
- Identify and develop account penetration strategies.
- Plan and coordinate individual or joint sales calls on ongoing basis.
- Assist with technical quotes i.e.: inside sales, applications engineering when need be.
- Provide detailed target account reports.
- Work and function as a team member.

### **Qualifications**

- Minimum 5 years experience in related sales field
- Excellent presentation, negotiating and closing skills.
- Good knowledge of Microsoft Word, Excel and Outlook.
- Good time management skills i.e. geographic territory planning, call activity.
- Proven sales track record within the region

***Anyone interested in this position must submit his or her resume to the attention of Steve O'Reilly at the following email: [soreilly@kinecor.com](mailto:soreilly@kinecor.com).***