



Technical Sales Representative

12th May 2023

We are currently in search of an experienced Technical Sales Representative to join our Equipment Division. This opportunity is located in Mississauga, Ontario at CompreVac Inc., with a direct reporting line to the Sales Director. The chosen candidate will take on the responsibility of representing a diverse range of products, including PD Blowers, Vacuum Pumps, Air Compressors, Air Treatment Products, High-Pressure Compressors, and Nitrogen/Oxygen Generation Systems, while focusing on the industrial segment in Ontario.

The primary objective for the successful candidate will be to maximize sales of the designated products to both existing and prospective customers through proactive sales prospecting activities targeted at the assigned markets. This will involve meeting sales targets in terms of unit sales, revenue generation, and optimal price realization. Additionally, the candidate will be responsible for creating and presenting quotes, proposals, pricing, and credit terms to customers, increasing market share in the assigned territory, and ensuring professional follow-up with customers and prospects in the area.

An essential aspect of the role will be to gather and comprehend market potential, monitor competitor activities, and identify new applications, consistently reporting these findings to the immediate manager. Close collaboration with other sales representatives within the company will also be necessary to ensure a superior customer experience, generate and assign leads, share information and best practices. Moreover, the candidate will need to uphold CompreVac's core values of customer productivity, humility, and integrity in the marketplace, while surpassing assigned sales goals through the development of action plans, target identification, and contact projections.

The ideal candidate will possess a proven track record in technical sales of industrial equipment, demonstrating strong closing abilities. They should be well-versed in sales territory management, capable of completing RFQs (requests for quotes), and experienced in working with engineering firms, resellers, purchasers, and end-users within the compressed air industry. Excellent communication skills for technical presentations, proficiency in computer applications (Microsoft Office, Teams, etc.), self-starting abilities, teamwork, and minimal supervision requirements, as well as coordination skills to achieve sales targets, are also highly desirable.

In summary, the successful candidate will exhibit excellent organizational skills, follow-up proficiency with customers, exceptional networking capabilities, problem-solving aptitude, and self-motivation with a drive to surpass targets. It is important to note that this position is open to all applicants, and CompreVac Inc. serves its customers with innovative Air Compressors, Vacuum Pumps, System Solutions, and PD Blowers generators, representing globally renowned brands. Our advanced technology empowers us to sell and service these products in our market.

What we offer:

- Competitive compensation package
- Health insurance
- Paid time off
- Salary commensurate with knowledge, skills, and experience



What we expect from you:

- A minimum of 3 years of relevant industrial sales experience, preferably in the field of industrial equipment
- Drive for enhancing customer satisfaction.
- Effective communication aligned with brand values.
- Ability to motivate others.
- Results-oriented mindset
- Business acumen and strategic thinking
- Building strong relationships

Education:

Bachelor's degree in business, Engineering, or a related technical field, or equivalent combination of experience and education

- Technical aptitude and engineering knowledge
- Sales management expertise
- Territory management proficiency
- Strong skills in forward planning, reporting, and organization
- Proficiency in English language
- Strong computer skills

- Proficiency in both verbal and written French
- Confidence in interacting with end customers, distributors, and OEMs
- Willingness to travel overnight

Location:

Mississauga, Ontario

Recruiter:

ayub@comprevac.com