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**Position: Eastern Canada Regional Salesman      Reports to: Canadian Regional Manager**

### **Summary**

The Eastern Canada Regional Salesman is responsible for business development, intensely penetrating markets in designated regions, and properly promoting and selling the company's products and services while maintaining long-term relationships with an existing customer base and establishing potential opportunities.

### **Duties and Responsibilities**

- Develop long-term relationships through regular contact with customers to manage and interpret their requirements and keep them up to date on product line changes and modifications.
- Penetrate new customer accounts to drive growth and profitability.
- Provide pre-sales assistance, product education, and first-level post-sales support to provide solutions to customers' concerns or problems.
- Support sales & marketing activities by attending trade shows, conferences, and other marketing events if necessary.
- Maintain and update customer accounts in Epicor/P21 database.
- Follow-up on qualified leads and referrals and all sales activity through telephone, written, and personal contact.
- Travel to customer locations as required, presenting company products, services, and pricing information in a professional manner.
- Develop and maintain information on competitive position, monitor competitor product developments, and make recommendations to improve the company's competitive position.
- Monitor market and industry projects to identify market opportunities, improve company position, and provide efficient customer service.
- Prepare and provide customer demonstrations and user-trainings to introduce new product releases.
- Prepare and submit call reports and expense reports in a timely manner.
- All other duties as required.

### **Knowledge, Skills, and Abilities**

- Fluency in both English and French is required.
- Self-motivated and able to work independently
- Sound business judgment and complex problem-solving capabilities
- Organization skills, experience prioritizing and managing multiple tasks/issues simultaneously
- Able to work in a fast-paced, self-directed environment.
- Valve knowledge as well as customer knowledge is a plus, but not required
- Excellent verbal and written communication skills.
- Excellent Relationship Management skills.
- This role requires travel

### **Education and Qualifications**

- Bachelor's degree in business, marketing, or job-related training and experience
- Previous sales experience is a plus, but not required
- PVF knowledge is a plus
- Must have a valid driver's license and own a vehicle

### **Regional Areas of Travel:**

- Ontario, Quebec, Maritime Provinces, and Newfoundland are all possible destinations.
- This role will office out of their home