

# JUNIOR SALES ASSOCIATE

Industrial industry

## WHAT'S THIS ABOUT?

Our global client, based in the United States, is growing their Montreal sales team and looking for a junior sales associate to help the global sales team identify, target and make initial contacts with prospect customers.

They need a true "hunter" who is ambitious and self-motivated, who has a true passion for the industrial world, capex equipment sales and or heat-treating sector expertise. You will become an industry expert, as you will prepare territory market presentations with the sales team and aftermarket that feeds a territory plan for our top regions and key industries.

You want to get into this organization - they set a career track in place and are grooming the ideal candidate to grow into a heat-treatment sales manager, and beyond. They love promoting from within.

### ABOUT YOU

- Bachelor's Degree preferred; or equivalent combination of education and experience
- Proficiency in Microsoft Office, web-based and industry specific tools
- Proven persuasive and negotiation skills; naturally curious, comfortable asking uncomfortable questions to customers
- Demonstrated ability to analyze moderately complex administrative details; organized to manage meetings and meet deadlines
- Must be fluent in English; French, Spanish, Portuguese or German an asset
- Must be available to travel

### ABOUT US

- Salary: **\$60,000 +**
- Full benefits package
- Matches RRSP contributions
- 3 weeks vacation
- Global company based in the USA

### IS IT YOU WE'RE LOOKING FOR?

**Email Melanie Diotte** with the position in the subject line.

**Attach** your complete resume.