



# TECHNICAL SALES REPRESENTATIVE

Industrial Automation industry

## WHAT'S THIS ABOUT?

Our client is a global leader in industrial automation technologies. They are looking for a Technical Sales Representative to join them at an entry level, learning with them as they grow in their career. This is an extraordinary opportunity to learn consultative, application-based sales. Their products are highly technical, and you'll become an expert in all of them. You'll gain the knowledge and skills you need through a training and mentoring program that is proven to lead to sales success.

In this hybrid position, you'll work in their fast-paced office two days a week, and spend the other three working with customers. You'll assess their needs in quality control, reliability, research, and design applications. You'll work to understand their operations, and sell the properly selected company products, providing the technical consultation and service they need to improve their business.

## ABOUT YOU

- Excellent presentation, oral and written communication skills; Bilingualism (French/English) required
- Bachelor's degree required (Engineering is an asset)
- Ability to listen and proactively react to customer questions and requests
- Goal-oriented and hard working
- Willing to travel 60% of the time, including overnight travel; Must have own vehicle and a valid driver's license
- Must be able to spend an initial 3-month training period in the Toronto area

## ABOUT US

- Competitive potential total compensation of **\$80-\$95,000** (salary + bonus) in year one
- Recognized by Forbes as "Most Innovative" company
- Career growth with paid training program and a promote-from-within culture
- Generous health coverage with 2 weeks vacation, plus paid shutdown between December 25 – January 1

## IS IT YOU WE'RE LOOKING FOR?

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

**Attach** your complete resume.