

Technical Outside Sales Representative Edmonton, AB

Founded in Edmonton in 1990, Hi-Tech Seals is a leading Canadian seal distribution company, with a longstanding commitment to customer service. The company's Technical Sales Staff works closely with customers to find the best solution for sealing needs. We provide a complete line of sealing products, along with molded rubber, cast urethane, gaskets, plastics, ceramics, and tungsten carbide parts as well as custom machining to meet our customer's needs. In over 24 years Hi-Tech Seals has grown to five locations across Canada and one location in Texas providing products that perform beyond the customer's expectations.

With over fifty in-house training courses we have exhibited our commitment to educate our employees to aid in their professional development & career growth. In addition, Hi-Tech Seals supports external training programs for software, designations and other beneficial courses to help employees advance. At Hi-Tech Seals our people are a key competitive advantage.

The Outside Sales position involves making strategic calls to further promote and develop Hi-Tech Seals as the go to choice for our current and potential customer's sealing and gasket needs.

Main Position Responsibilities

- Sales calls on existing accounts to maintain existing business and to increase market share within these accounts by introducing new products and services.
- Maintain professionalism, diplomacy, sensitivity, and tact to portray the company in a positive manner.
- Sales calls on new accounts in order to increase market penetration.
- Call upon a variety of different personnel within new or existing accounts.
- Use good territory management practices to maximize time spent on revenue generating activities.
- Generate request for quotes from sales calls to existing and prospective customers for new products.
- Provide pre-sales technical assistance and product education, and after-sales support service.
- Coordination of quotes and project follow up with inside sales.
- Achieve sales, product and margin goals acceptable to management expectations.
- Occasional travel as required for visiting customers, suppliers, and training.

Education & Experience:

Post-Secondary education, technical schooling and sales experience are an asset but we are willing to train the right individual for this position.



If you are results driven with excellent communication, strong problem solving, proven time management, and proficient computer skills, then this is the position for you. Experience with Autopoint, ACT& knowledge of industry products is an asset but we are willing to train the right individual.

We offer a competitive compensation package with excellent benefits! Join a company that excels in developing and empowering employees to reach their potential.

Interested applicants should submit their application to Marlene Crilley, Human Resources, email hr@hitechseals.com

Visit our website at www.hitechseals.com/careers