

Junior Technical 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 27 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 and 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.

We are looking for a candidate who is willing to learn about the company and industry from the very basics onward. We will provide an opportunity to train the right individual who has the drive to build a sales territory and explore new markets. If you have confidence, integrity, positive attitude, initiative, and determination, as well as interpersonal and communication skills we can train you to be a successful Sales Rep. In addition this position requires the successful candidate to have a selling and sales aptitude and Post-Secondary education and/or sales experience

Join a company that excels in developing and empowering employees to reach their potential.

The Primary responsibilities for this position are:

- Sales calls on existing accounts to maintain existing business and to increase market share within these accounts by introducing new products and services.
- Maintaining professionalism, diplomacy, sensitivity, and tact to portray the company in a positive manner.
- Sales calls on new accounts in order to increase market penetration.
- Calling 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.
- Generate new projects, coordinate those projects with engineering and suppliers, and follow through until the projects are complete.
- Provide pre-sales technical assistance and product education, and after-sales support service.
- Coordinate team meetings to discuss goals and strategies for the territory.
- Coordination of quotes and project follow up with inside sales.



- Timely submittals of required paperwork – expenses, monthly reports, call notes, quote log, forecasting, and planning.
- Achieve sales, product and margin goals acceptable to management expectations.
- Occasional travel as required for visiting customers, suppliers and training.
- Continually upgrade sales skills and product knowledge through educational programs.
- Developing an in-depth understanding of the company products, functions, features and benefits.
- Effectively attending conferences, trade shows and other related networking functions.
- Attending annual sales meeting.

Interested applicants should submit their application to Janice Fraser, Hi-Tech Seals Inc., 9211 – 41 Avenue NW, Edmonton Alberta T6E 6R5 or email hr@hitechseals.com

Visit our website at <http://www.hitechseals.com/careers>

