

## Technical Sales Representative - Treaters 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.

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

### **Position Synopsis:**

The Technical Sales Representative will be responsible for the proactive recruitment of new gasket related products as it pertains the remote Oil & Gas Treater, Battery and Gas Plant market. Offering on-site training and equipment measurement services for the refurbishment of new and used assets during maintenance and overhaul procedures.

### **Primary Responsibilities:**

#### **Sales**

- Sales calls on existing accounts to maintain existing business and to increase market share within these accounts by introducing new products and services.
- 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 queue of clientele and locations in need of measurement services in preparation for turnarounds
- Offer site specific training of products, applications, materials and best practices
- Coordinate the measurement of facilities in line with planned turn-around schedules
- Measurement of clients assets, and coordination with drafting, engineering and production staff to manufacture end product
- Develop database of site related knowledge with customer, product and frequency of repair



- Proactively maintain knowledge of ownership of all assets logged within database, and on-going relationship building
- Timely submittals of required paperwork – expenses, monthly reports, call notes and quote log
- 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.

### **General**

- Participate in worksite hazard assessments, incident investigation, safety meetings, safety training and other aspects of the Hi-Tech Seals Inc. safety and quality control programs as required.
- Attend industry/customer related functions.
- Other duties as required

### **Education:**

- Grade 12
- H2S Alive
- WHMIS
- First Aid

### **Characteristics and Competencies:**

- Strong interpersonal skills and communication skills
- Strong mechanical aptitude
- Strong problem solving skills
- Self motivated
- Strong organizational skills
- Excellent knowledge of industry contacts, products and services
- Effective in persuading others.
- Sound mathematical aptitude and measurement abilities

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](mailto:hr@hitechseals.com)

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

