

Job Description

Position: Technical Sales Representative

Location: Oakville

Date: November 2016

Konstant is the foremost manufacturer and systems integrator of pallet racking solutions in Canada. Our commitment is to provide our customers with exceptional quality, service and value complete with single source responsibility for the design, manufacturing and installation of our systems. Due to our unprecedented growth, we are looking for a dynamic and energetic Technical Sales Representative to join our team.

Responsibilities:

- Execute creative prospecting strategies to secure new customers – the primary focus of this role is securing new business
- Consults with potential/existing customers to provide products that satisfy business requirements
- Develops clear and effective presentations and proposals
- Supplies management with oral and written reports as required
- Establishes, develops and maintains business relationships with current and prospective customers to generate new business while maintaining high customer satisfaction
- Keeps abreast of product applications, market conditions and competitive activities
- Researches sources and uses effective prospecting methods to uncover new sales opportunities
- Identifies and presents product advantages and company value add to help achieve sales targets
- Plans and organizes personal sales strategy through effective time management
- Coordinating with our manufacturing plant, engineers, designers, installers and customers to ensure project timelines and expectations are successfully met

Qualifications:

- Demonstrated aptitude for problem-solving; ability to determine solutions for customers (consultative sales approach)
- Must be results-orientated and able to work both independently and within a team environment
- Must possess excellent verbal and written communication skills
- Proficiency in using Microsoft Office Suite applications
- Must possess a valid driver's license and a reliable automobile

Compensation and other:

- Attractive compensation package with full benefits
- Comprehensive product and sales training provided

Interested applicants please send resume referencing Technical Sales to careers@konstant.com