

Sales Representative

Position:

Brunette Industries Ltd is a leading supplier of wood processing machinery for the Biomass/pellet, and forestry industries.

We require an **Outside Sales Professional**. The ideal candidate has experience in the forest industry and capital equipment sales (\$50K - \$1M)

The successful candidate will have strong communication skills and be very organized in both dealing with potential clients and our existing customer base. The ideal candidate will be highly motivated, sales driven, and able to think outside of the box. Previous experience in the Forest Industry will be an asset.

This is a full-time position based out of New Westminster, BC; however, large amounts of travel will be necessary.

Qualifications:

- Two years of College or University education
- A valid Passport and Driver's License
- Minimum Five (5) years previous experience in Sales/Marketing

Responsibilities:

- Developing and maintaining customer accounts in Western Canada and the Pacific Northwest USA
- Directly involved in the sales cycle from quoting to closing potential capital sales orders
- Sales Presentations to clients
- Machine start-ups and training for mill employees
- Contribute to the development of Marketing materials and advertising
- Maintain accurate market and industry reports
- Sales projections / forecasts
- Trip planning and maintaining travel itinerary
- Provide trip reports and call reports on a regular basis
- Attend territory trade shows and conferences
- Travel 50-70% of time; willingness to work flexible hours

Skills:

- Must have a strong desire to succeed and advance
- Have the flexibility to work some evenings and weekends
- Have NO FEAR to cold calling and generating new business
- Have excellent closing skills
- Great communication / listening skills and a professional appearance
- Possess a willingness and ability to learn, with great problem solving skills
- Knowledge and experience working in the Forestry Industry an asset
- Mechanical Aptitude

Computer Skills:

You will be required to have strong computer skills and be familiar with most aspects of standard windows applications.

Required:

- MS Excel
- MS Word
- MS Outlook
- MS Power Point

Application must include:

- Cover Letter
- Resume
- Brief description of previous sales experience
- References
- Salary expectations

Please be advised if your application does not include one of these elements, it will not be considered.

Thank-you for your interest in this posting. Only applicants approved interviews will be contacted.