

## Sales and Marketing Manager

**Location:** Head Office, Surrey, BC, Canada  
**Industry:** Lumber and Sawmill Equipment, Biomass  
**Wage:** Competitive wage and performance bonus based on experience  
**Education Required:** BS Degree in Engineering preferred  
**Experience Required:** Minimum of 5 years in Forestry related industries

### Position:

Brunette Machinery Co. inc. is a leading supplier of wood processing machinery for the Sawmill, pulp mill, planer mill, and Biomass/pellet manufacturing industries.

We are looking for a Sales and Marketing Manager who is leadership oriented and able to get involved in all aspects of the business. Primarily operating in the Sales department, you will help coordinate customer quotes, liaison with other departments, sell corporate awareness and equipment for the company. The position will involve normal sales activities, travel across North America, trade shows, sales presentations to clients, and technical support for customers and other departments.

This is a full-time position based out of our head office in Surrey, BC; with up to 50% travel required.

### Responsibilities:

- Research, initiate and finalize sales of wood processing machinery based on specific client needs.
- Represent company at trade shows and conferences across Canada and USA, independently, or as part of a team.
- Monitor and provide client support, post-sale, of company's equipment, ensuring it is performing to client expectations.
- Developing and maintaining customer accounts Canada and USA
- Provide sales support to other branches (Prince George, Toronto) and salesmen assigned to specific regional territories.
- Sales Presentations to clients
- Directly involved in the sales cycle from quoting to closing potential capital sales orders
- Machine start-ups and training for mill employees
- Contribute to the development of Marketing materials and advertising
- Sales projections / forecasts
- Willingness to work flexible hours, always putting the customer first.

### Desired Qualifications:

- Comprehensive knowledge of sawmill and planer mill production equipment.
- Desire to work independently and cooperatively with company's staff to prospect and assist new clients interested in the company's equipment.
- BS Degree in Engineering preferred
- Competency with new technology including MS Office, tablets and computers.
- A valid Passport and Driver's License, no travel restriction US or world wide.
- Have the flexibility to work some evenings and weekends
- Great communication / listening skills and a professional appearance
- Mechanical Aptitude

**If you are interested in this opportunity, please forward your resume to: [Kristy@brunettemc.com](mailto:Kristy@brunettemc.com)**