

Customer Service Sales Representative Mobile Equipment Industry -Hamilton

(File Reference: CSS-2016)

POSITION SUMMARY

This position is accountable to the Business Development, Aftermarket Sales Manager, and is responsible for contributing to the overall growth of the organization through the sales and promotion of products, programs and services offered by our client, a leader in the heavy equipment industry.

Attractive compensation consisting of base salary, generous commission plan, group health benefits, retirement savings plan and car allowance / expenses is on offer.

SPECIFIC ACCOUNTABILITIES

- Cultivate new business opportunities through the engagement of current and prospective customers
- Build and maintain secure client relationships based on a “Partnership in Success” strategy focused on customer retention and development
- Grow the company's Material Handling's market share and presence by promoting products, programs and services
- Achieve sales and performance objectives set for assigned territory
- Maintain accurate and up-to-date records of all calls and customer interactions using company programs
- Provide ongoing market intelligence about competitor activities and trends
- Participate in various checkpoint communication meetings with both management and branch personnel
- Perform account reviews, fleet surveys, contract/agreement renewals and presentations based on account parameters and requirements
- Participate in training and personal development seminars and programs as directed by management
- Present and negotiate programs, agreements and contracts with current and prospective customers within established guidelines
- Participate in on-going product launches and introductions

- Perform joint sales calls with all departments (ie. equipment sales, rentals) as well as vendors, management and supervisors as necessary

EXPERIENCE REQUIRED

- Must have a sales background with a minimum 3 years experience in an industrial field (knowledge of lift-trucks a plus)
- Should possess a post secondary education
- Excellent communication and interpersonal skills required
- Demonstrated customer relations ability
- Demonstrated problem solving and decision making skills
- Excellent organizational and planning skills
- Detail oriented
- Ability to work independently and as part of a team
- A safety focused self-starter who takes pride in a job well done
- Ability to work with tight deadlines and has a strong sense of urgency
- Excellent analytical and above average negotiating skills

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For further consideration, highly qualified Candidates are invited to submit their resume information in confidence, quoting the above file number. We treat your information confidentially (*please identify any organizations with whom you do not wish your information shared*):

Recruiting Manager
SHRP Limited
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While we appreciate all applications, we can only contact those individuals selected for interview.

We are committed to providing accommodation for persons with disabilities. Accommodation will be provided as part of our hiring process (if accommodation is required, Applicants are requested to make their needs known in advance).