

Capital Sales Representative

Brunette Machinery Co. Inc. is a leading supplier of wood-processing machinery for the Sawmill, Pulp and Paper, and Biomass/Pellet manufacturing industries.

We are hiring for a Capital Sales Representative to join our talented Capital Sales team.

We are looking for the following skills:

- A strong understanding of the sales process
- Excellent communications and professional networking skills
- Energetic team player who is self-motivated and accountable
- Experienced with current social media and virtual communication platforms and using them strategically to enhance the sales process
- Minimum one (1) year of professional sales accredited courses or minimum two (2) years of Business-to-Business sales experience
- Experience with CRM systems – SAP experience an asset
- Proficient with MS Office applications
- Mechanical aptitude – an asset

As part of our Capital Sales team, your responsibilities will include:

- Assisting with sales activities such as presentations, quotes, site visits, customer follow-up and activity reporting
- Proactively using and analyzing sales data using CRM package(s) to effectively maintain and generate new leads and meet sales goals
- Willingness to learn our industry and develop a deep knowledge and understanding of Brunette Machinery products and brand image to assist with sales development, and relationship building in a business-to-business environment.

Requirements:

- You **must** have a valid driver's license, and a valid passport
- You **must** be able to travel across North America, with no restrictions, once COVID-19 travel restrictions are lifted.
- Global travel may be required

This is a full-time position based out of our Head Office in Surrey, BC.

Salary commensurate with experience

Benefits include (after a probationary period):

- Medical benefits including vision and dental
- RRSP Matching program

Apply by emailing your resume to careers@brunettemc.com

Phone calls from agencies and solicitors will not be accepted.

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