

## Technical 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 looking for a **Technical Sales Representative**, with the following skills:

- Comprehensive knowledge of wood-processing machinery
- A strong understanding of the sales process
- Self-motivation and a strong drive to succeed
- Mechanical aptitude
- Excellent communication and professional networking skills
- Proficiency with Microsoft Office applications
- Experience with CRM systems is an asset

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

- Outside sales activities, preparing quotes, site visits, customer follow-up and activity reporting
- Participation in national and international trade shows
- Sales presentations to clients, and customer technical support
- Willingness to work flexible hours, always putting the customer first.

**Requirements:**

- You **must** have a valid driver's license and a valid passport, and
- You **must** be able to travel in Canada and the USA, with no restrictions.
- This position will require up to 30-50% travel, across North America, once COVID-19 travel restrictions are lifted.
- Global travel may be required

This is a full-time position based out of Surrey, BC, reporting directly to the President. This position is key to driving sales growth, assisting with company strategic planning, and new product development, as well as launching new products.

In this role, you will work within our tight-knit capital sales team to effectively generate new leads and meet sales goals. You are keen to use your knowledge of wood-processing machinery to develop a broad understanding of Brunette Machinery products while building solid relationships with our customers.

Competitive 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](mailto:careers@brunettemc.com)

Phone calls from agencies and solicitors will not be accepted.

---

## Finding Connections to New Opportunities

---