

Company Name

HR Options

Company Address

3601 Highway 7 East
Suite 1005, 10th Floor
Markham, ON L3R0M3
Canada
[Map It](#)

Job Title

Technical Sales Representative - Spray gun

Job Description

Position: Technical Sales Representative - Spray gun

Start Date:As soon as possible

Reports to:General Manager/Head of Sales

Supervises:N/A

Has Contact with:Customers, key accounts, warehouse, management & staff

Estimated Start Date:ASAP

Work Location:Home Based – preferably Winnipeg (90% travel within territory)

Territory:Manitoba, Manitoba, Saskatchewan, & North East of Ontario

Job Type:Full Time

Medical Benefits:Yes

Compensation:Competitive

Bonus:Yes

Experience:Sales and technical experience in paint industry preferred; automotive painter and technical experience highly preferred.

Travel:90% of position involves travel within assigned territory. Initial training will be in Germany.

Languages:Fluent in English

Other:Must be eligible to work in Canada and travel internationally.

Company Profile

HR Options is recruiting for SATA Canada. SATA (sata.com) is a long-standing, reputable global spray-gun firm headquartered out of Germany in the automotive aftermarket industry. This Canadian branch of the firm is looking for a Technical Sales Representative who will not only grow the business in Canada, but who will grow with the company and contribute to the high level of customer satisfaction that the firm is known for.

Position Summary

The Technical Sales Representative will report directly to the General Manager/Head of Sales in Canada. The Technical Sales Representative will be ideally based out of Winnipeg and will be responsible for all sales activities in the assigned territory (Manitoba, Saskatchewan, & North East of Ontario) to meet and/or exceed sales goals, as well as establishing the already solid position of the SATA brand within his/her territory.

The Technical Sales Representative must have strong sales, networking and relationship building skills. A successful Technical Sales Representative will be driven, passionate about the industry, hands-on, flexible, and willing to travel extensively within his/her territory.

The Technical Sales Representative will:

Maintain and grow sales in territory through product promotion and regular market research on industry changes.

Possess a strong knowledge of spray-gun equipment and all SATA products and services to respond to customer and partner inquiries promptly.

Provide technical support and training on current and new products to customers and distributor partners.

Effectively handle any customer problems in a professional and resourceful manner.

Seek out project and partnership opportunities.

Follow up promptly on leads and stay on top of market updates to create and maintain sales pipeline.

Travel to all parts of territory, as necessary, to maintain a face to face relationship with customers and partners.

Regular submittal of reports (i.e. expense) as required by Management.

Perform other job duties as assigned by Management.

Key Competencies

Communication/Negotiation, Technical Proficiency, Customer Service/Focus, Planning & Organizing, Drive & Initiative, Business Knowledge, Professionalism, Ownership, Teamwork/Collaboration, Problem Solving/Critical Thinking

Education/Experience

Minimum 5-10+ years of sales experience in automotive aftermarket or paint industry

University degree is preferred (or equivalent experience)

Has hands-on abilities and experience

Entrepreneurial mind-set and ability to grow a territory

Flexibility with working hours and travelling times (long hours/weekends required occasionally)

Superior communication and negotiation skills

Highly self-motivated, positive presence

Excellent ability to develop business plans, make projections, follow up and adjust plans as needed

Excellent ability to report on and communicate progress towards goals/targets

Loyalty and long-term dedication to the brand they represent

Fluent in English (German is an asset)

Email

larnold@hroptions.com