

# Salesperson

## Hitrac

### Job Description

Hitrac is the Case Construction Dealer for Manitoba and N.W. Ontario. We have a position open for a Territory Manager in the Winnipeg and area. This sales position is industry specific and therefore experience with construction equipment is required. Candidate should be personable, self motivated, and conscientious. The successful candidate would receive a full commission package, phone, and a comprehensive benefit package.

### Main Duties:

- Maintain and grow sales relationships with existing clients
- Identify and solicit potential clients
- Assess clients' needs, recommend or assist in the selection of appropriate goods or services, and negotiate prices or other sales terms
- Provide input into product design where goods or services must be tailored to suit clients' needs
- Develop sales presentations, proposals, or other materials to illustrate benefits from use of good or service
- Estimate costs of installing and maintaining equipment or service
- Prepare and administer sales contracts and maintain customer records
- Consult with clients after sale to resolve problems and to provide ongoing support
- Troubleshoot technical problems related to equipment
- Develop and maintain technical product or service knowledge to explain features to clients and answer questions about goods or services
- Develop, implement and report on marketing plans and sales strategies to achieve business goals
- Assess market conditions and competitors' activities and develop an awareness of emerging markets and trends
- A driver's licence and a good driving record may be required.
- May supervise the activities of other technical staff and sales specialists.
- May offer training in the operation and maintenance of equipment

Technical sales specialists usually specialize in a particular line of goods or services.

### Employment Requirements

- A university degree or college diploma in a program related to the product or service is usually required.

- Experience in sales or in a technical occupation related to the product or service may be required.
- Fluency in a specific foreign language, and/or foreign work or travel experience may be required for technical sales specialists seeking employment with companies that import or export technical goods or services.
- Technical sales supervisors require experience as a technical sales specialist.
- A driver's licence and a good driving record may be required.

**Hours: Full Time**

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