

JOB POSTING

Tri-Canada

TRI-CANADA JOB POSTING – INSIDE TECHNICAL SALES REPRESENTATIVE

Job Description:

1. Provide Customer Service

- Gather appropriate process information from the customer in order to be able to prepare accurate and complete quotation. Follow up as required with customer re quotation and closing order.
- Develop a detailed knowledge of all Tri-Canada products including pricing, availability, compliance requirements and to be able to help solve customers' problems.
- Efficient and accurate entry of customer orders, with associated Purchasing as required to complete order entry process, with delivery as required for complete customer satisfaction.
- Follow Vice-President of Sales' instructions and guidelines and ask for assistance to make sure customer is served well without delay.
- Keeping customers informed of order/inquiry status and deal effectively with any post delivery issues that arise.
- Complete sales orders by following Company Policies and Procedures, plus Corporate Mandate of Quality and Speed Create Value.

2. Contribute to Business Development at Tri-Canada

- Demonstrate awareness of Tri-Canada's Corporate Goals and Business Development Strategies and contribute market intelligence and technical support information.
- Identify customer opportunities, issues and concerns as required to build long-term customer relationships.
- Build relationships with suppliers to get technical support and pricing and delivery information asap. Work with suppliers' sales reps for product selection and to expedite the orders.
- Stay aware of the competitive marketplace including full knowledge on competitors' products and pricing.

... continued

7033 Telford Way #20
Mississauga, Ontario
L5S 1V4

Tri-Canada

www.tricanada.com

Phone: (905) 677-9000
Toll-Free: (800) 486-7863
Fax: (905) 677-4988

3. Continuously Develop Business Skills While Working as a Valued Member of the Tri-Canada Sales Team

- Stay current with industry knowledge while setting professional development goals and work continuously towards their fulfillment. Attend all required training seminars.
- Prepare accurate and timely sales reports for the VP of Sales, as required.
- Develop knowledge about competitive products and learn to cross reference.
- Help to continuously update the CRM database with accurate information.

Job Requirements:

- Post-secondary degree/diploma in a related field or equivalent work experience of three years.
- A minimum of one year of related experience in industrial sales, preferably in sanitary fluid handling component sales. Working knowledge of fluid handling equipment and technical/mechanical processes, with solid computer skills including CRM software.

All applicants MUST submit a copy of their resume when applying to sales@tricanada.com.