

Fabcrest Metal Products Inc.

171 Corstate Avenue, Concord, ON, L4K 4Y2

Job Type: Full Time

Number of Positions: 1

Company Website: www.FabcrestMetal.com

Email your resume: Careers@fabcrestmetal.com

Technical Sales Representative

Roles and Responsibilities:

- Develop new business by cold calling, following leads and qualifying prospects
- Develop and execute marketing plans and programs to ensure profit, growth and expansion of company products and manufacturing services
- Utilize sales tools effectively to plan and document progress
- Keep management informed of progress and account status
- Develop, cultivate and grow long-term customer relationships
- Prepare and submit quotations
- Pursue new O.E.M. (Original Equipment manufactures) customers in various industries (ie. Fire and Security, Telecom, Store Fixtures, Lighting, Mining, etc.)
- Pursue new commercial/industrial HVAC, Refrigeration, Electrical and Plumbing Customers for sale of metal products for the construction industry

Candidate Requirements:

- Minimum 5 years previous technical sales experience in custom metal manufacturing and metal products
- Post Secondary/College level technical training in metal fabrication is an asset
- Strong technical aptitude with the ability to interpret engineering drawings and interpret customer specifications
- The ability to take a customer idea or concept and make initial product sketches prior to engineering involvement
- Demonstrate understanding of the processes involved in manufacturing of products (ie. punching, laser, forming, welding, pem insertion, electrostatic powder coating, etc.)
- Strong mechanical aptitude with hands-on experience is an asset
- Must be ambitious self-starter who enjoys working independently and as part of a team
- Demonstrate the ability to build long term profitability
- Demonstrate ability to develop and maintain strong customer relationships
- Goal oriented with strong analytical, negotiation and communication skills
- Exceptional organizational skills with a strong attention to detail
- A proven track record of sales accomplishments
- Energetic, with strong work ethic and professionalism
- Excellent English communication skills, both written and verbal are essential
- Must be an effective communicator with strong interpersonal and presentation skills
- Proficient in MS Word and Excel
- Previous experience working with ACT! or other CRM software is an asset

Compensation:

- Salary Plus Commission
- Performance Bonus
- Car Allowance
- Cell Phone Allowance
- Benefits

If interested please send your resume to Careers@FabcrestMetal.com and we will be in touch with the next steps. Thank you for your interest in joining our team at Fabcrest Metal Products Inc. Absolutely no phone calls, faxes, or drop-ins regarding this position – successful candidates will be notified of next steps by email or by phone.