



Job Description

Outside Technical Sales

Manufacturing and Technical Sales

Precision Machinery is a privately held BC based company. We are an industrial manufacturer that has been providing solutions for over 15 years. If you are looking for a solid career with an industry leader, then join our team today!

Responsibilities and duties:

- Maintain existing customer relationships.
- Expand our market presence.
- Promote Precision Machinery via phone, email and customer visits.
- Attend domestic and international tradeshows when our company is exhibiting.
- Maintain up to date accurate information in Precision's CRM database.
- Prepare corporate presentations and proposals.
- Contribute to a positive and collaborative team environment that is sales driven.
- Contribute to the development of sales strategies and goals.
- Acquire knowledge on all of Precision Machinery's products and educate clients on the application/use of these products.
- Travel to customer sites across North America.

Qualifications and Skills:

- 2 or more years of experience in a sales role, preferably within the manufacturing industry.
- Proven track record of achieving sales targets and driving revenue growth.
- Excellent communication and interpersonal skills, with a customer focused approach.
- Results oriented, creative, and charismatic, with the desire to share a laugh or two with your teammates.
- Valid driver's license with a clean, recent drivers abstract.
- Valid passport with no restrictions on travel out of country.
- Self starter able to work with minimal supervision and contribute positively to a quality team environment.
- Must be willing to work extended hours, weekends, and holidays.
- Available to travel between 12 and 24 weeks per year.
- Ability to cold call potential customers.

Compensation:

- Salary **\$80,000 to \$100,000** /yr
- Pay is commensurate with experience and qualifications.
- Health & dental benefits per our group plan (3 months).
- RRSP program (1 year).