



EMPLOYMENT OPPORTUNITY

Sales Representative

Red Deer, AB – Western Region
Reference Number: SR-13810-091126

SMS Equipment Inc. supplies equipment parts and service to the **construction, forestry and mining** industries and **utility** product users. It was created to provide customers with integrated solutions and to expand our service capabilities as a **nationwide** organization.

The Role:

Reporting to the Operations Manager, the Sales Representative is responsible for the following:

- Managing the sales of new equipment.
 - Collaborating with the Operations Manager to set quotas, implement sales action plans, and monitor economic trends and new product development.
 - Preparing sales presentations, contracts and proposals (i.e. proactive equipment replacement proposals).
- Establishing and building strong customer relationships that allow for new, continual and ongoing representation reinforced by sales programs and communications to other relevant company functions/divisions.
 - Initiating direct sales activities with existing customers and new prospects within assigned territories.
 - Acting as a customer representative for SMS and as focal point for communication between customer and SMS.
 - Assisting customers in implementing equipment changes for improvement and reduced operating costs.
 - Utilizing the Company's technical, sales and promotional resources to generate leads and achieve sales goals.

Qualifications:

- Undergraduate degree in engineering, marketing or a related field.
- A strong sales/engineering orientation is required with preference given to 5 - 7 years experience within the mining/industrial industry.
- The ability to operate in a diverse environment with a significant focus on client and customer relations.
- Strong computer skills with the ability to demonstrate proficiency in software applications.
- The ability to make intelligent decisions under pressure.

*This is a very exciting time to be a part of **SMS Equipment Inc.** We are one of the largest Komatsu dealers in the **world** and believe our continued growth is a result of our highly skilled and engaged employees who deliver **excellence** in the workplace. If you are interested in working for a very dynamic company where your input, your ideas and your participation is valued, apply today. Our growth means **your success**.*

Apply today

Qualified applicants are invited to submit their resume by e-mail or fax, quoting reference number: **SR-13810-091126**, to:

E-mail: jobs@smsequip.com
Fax: 780-451-2646

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