



EMPLOYMENT OPPORTUNITY

Sales Representative

Fort McMurray Townsite, Western Region
Reference Number: SR-13310-090604

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.

Reporting to the Operations Manager, the Sales Representative will be responsible for managing the sale of new and used equipment within the domestic sales function.

The Role:

- Marketing products that SMS Equipment sells.
- Meeting established personal sales targets.
- Preparing monthly, quarterly and annual sales forecasts, budgets and prospect reports.
- Developing and maintaining a network of contacts and effective relationships, both inside and outside the organization.
- Preparing sales presentations, contracts and proposals.
- Establishing and expanding strong, professional relationships with customers.
- Growing the business in the Fort McMurray territory.

Qualifications:

- Undergraduate degree in business, marketing or a related field.
- Familiarity with machine applications and economic evaluation methods.
- Highly motivated and enthusiastic individual with strong communication skills.
- Ability to work under pressure and meet strict deadlines.
- Ability to operate in a diverse environment with a significant focus on customers relations.
- Good computer skills are required.
- Heavy Equipment sales experience is an asset.

*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-13310-090604**, to:

E-mail: jobs@smsequip.com
Fax: 780-790-6034

SMS Equipment
310 MacKenzie Blvd
Fort McMurray, AB
T9H 4C4