



Industrial Sales Associate

Role Overview

The successful candidate will support our industrial sales store by assisting customers that come into our store as well as over the phone. Qualified applicants will be capable of working independently while assisting customers, coordinating materials, and supporting sales, purchasing, and production teams.

What You'll Do

- Sales Support and customer assistance
- Promote sales to existing and new clients
- Growth of Industrial Stores sales and profitability through target driven focus on expansion and diversification of the divisions services
- Order products, arrange delivery, contact customers regarding delivery and updates customers on order status
- Assess clients' needs and resources and recommend the appropriate solutions for fabricated and machined steel parts as well as industrial powertrain products
- Provide input into product design where goods or services must be tailored to suit clients' needs
- Prepare and administer sales contracts
- Consult with clients after sale to resolve problems and to provide ongoing support
- Complete purchase orders, sources suppliers and requests quotes
- Answer telephone and maintain adequate stock levels
- Provides assistance for internal shop supplies

What You Bring

- Working Experience in one or more of the following specialty areas;
 - Design
 - Machining
 - Knowledge of, or experience in steel fabricating & welding techniques
 - Steel and Metal Sales
 - Industrial Hydraulics
 - Estimating of custom fabricated products
- Good working mechanical knowledge required, a technician diploma, or significant hands-on tradesman experience as a definite asset
- Microsoft Office and Computer literate
- Excellent verbal and written communication skills
- Well organized with strong time management and problem-solving abilities

- Ability to follow procedures and work effectively in a fast-paced environment
- Ability to lift up to 50 lbs
- Willingness to work additional hours when required to support production schedules or customer requirements

About Us

TS Manufacturing is a family-owned Canadian company and global leader in automated machinery for the Sawmill & Bulk Material Handling industries. Based in Kawartha Lakes, we've been in business for over 50 years and recently expanded into a 80,000 sq. ft. state-of-the-art facility. In addition to serving customers across multiple continents, we proudly supply industrial products and services to local businesses and communities. Join our seasoned, multi-generational team and contribute to projects that support both local industry and global operations.

Applicants are encouraged to view the website, www.tsman.com as well as our YouTube channel <http://www.youtube.com/user/tsmanufacturing>.

Why Work With Us?

At TS Manufacturing, you're not just a number — you're part of the team. We offer:

- Competitive pay with overtime
- Company pension & comprehensive benefits (health, dental, disability, life)
- Overtime after 40 hours
- Modern, well-equipped manufacturing and assembly facilities
- Career growth and training opportunities in a family-oriented, global company

Apply Today

Join a company where your mechanical knowledge, customer support, and organizational skills help drive the successful delivery of world-class industrial equipment and solutions while supporting local businesses and customers with quality industrial products and services.

Send your resume and cover letter to: Careers@TSman.com