



Industrial Sales Associate

Job Description

The successful candidate will possess strong industrial equipment sales experience. Qualified applicants will be capable of working both independently, as well as, providing support to the sales team and other areas.

Key Duties Include:

- 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, contacts customers regarding delivery and updates customers on order status
- Assess clients' needs and resources and recommend the appropriate solutions for fabricated, machined and 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 maintains adequate stock levels
- Provides assistance for internal shop supplies

Desired Skills & Experience:

- Minimum 5 years in a Sales Associate role in Industrial Equipment
- Working Experience in one or more of the following specialty areas;
 - Design
 - Machining
 - Fabricating
 - 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
- Ability to work extra hours to ensure a successful project when required

Job Type: Full-time

Interested applicants can submit their resume, in absolute confidence, to Careers@tsman.com.