



## Commercial Specification Sales

**Adanac Sales** is an Independent Manufactures Representative covering the British Columbia Market.

We are currently seeking to fill an open Specification Sales position for our office in Port Coquitlam. If you're looking for a fast pace exciting and rewarding opportunity who is energetic, positive minded and are comfortable calling on Consulting Engineers, Architects and Designers, we would be interested in meeting with you.

Adanac Sales takes pride in attracting and retaining the best people in the electrical industry. To do so we focus strongly on employee development, commit to high ethical standards and promote an organizational culture of teamwork with a respectful work environment. We offer a competitive compensation package as well as comprehensive extended health & dental plan and other benefits in addition to ongoing training opportunities.

### **Job Description:**

The **Specification Sales** position is responsible for building positive long-term relationships with the Electrical Design & Engineering community. This is achieved by proving accurate, detailed product and systems support, lunch & learn seminars and technical support for the manufacturers represented by Adanac in BC. Ensuring the products Adanac Sales represents are listed and specified for commercial projects is key to the success for this position.

### **The successful candidate should possess the following skills.**

- Strong B2B sales background
- Intermediate computer skills (MS Office) with the ability to learn new software
- English language proficiency
- An ability to work under time-sensitive project deadlines. (Effective time management skills)
- Is a self-starter with the ability to take initiative
- Effective public speaking and presentation skills
- Ability to close projects

This position may require periodic travel outside of the Lower Mainland in addition to periodical travel to the USA for Factory Product Training so both a valid passport and driver's license is required.

If you believe your skill set matches the above description and are an enthusiastic, innovative, passionate and an energetic individual we would like to hear from you! Adanac provides a challenging work environment with growth opportunities. Interested applicants should forward their resume to [admin@adanacsales.com](mailto:admin@adanacsales.com)

We thank all interested applicants however please note that only those chosen for an interview will be contacted.