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## Industrial Sales Representative

### Job Summary

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An Industrial Sales Representative will possess strong skills in solution selling. He or she will possess an aptitude for technical detail and the ability to match products to application. They will work closely with each of our industrial vendors and report directly to the Industrial Sales Manager. He or she is an energetic self-starter, competitive, focussed and thrives in an entrepreneurial environment.

### Job Responsibilities

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- Call on Engineers, OEM's, End-Users, MRO's and Industrial Contractors
- Make joint calls with distributor partners
- Follow up on proposals and project quotations
- Provide post-sales support
- Coordinate vendor visits and related joint calls
- Attend tradeshow and other industry events
- Track progress through company CRM
- Strategize regularly with the Industrial Sales manager
- Work with Marketing manager to develop campaigns
- Communicate regularly with the inside sales and project team

### Required Skills:

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- Excellent communication and interpersonal skills
- Advanced understanding of electrical systems (controls, distribution & lighting)
- Organized and able to multi-task
- Able to work in a team oriented environment, yet equally comfortable working alone

### Required Education & Experience:

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- Minimum 5 years' experience in the electrical industry
- Minimum 2 years in industrial sales
- Electrical Engineering Technology diploma or equivalent