



E.B. Horsman & Son

The Electrical Distributor of Choice!

Company: E.B. Horsman & Son (EBH) has been in business since 1900. We are strong, nimble and growing! EBH is proud to be a successful Western Canadian electrical distributor with 20+ locations throughout BC, Alberta and Saskatchewan and we are consistently recognized as one of Canada's Best Managed companies. We take pride in attracting and retaining excellent people with our strong culture, engaging work, growth opportunities and competitive rewards package. We believe in sharing our success with our employees by offering a profit share program and your birthday off!

We are currently seeking to fill a **Technical Inside Sales role in our Process Instrumentation division for our Surrey Head Office.**

Technical Inside Sales is responsible for building positive relationships with customers through generating accurate quotations and sales orders. He/she works closely with Business Development to provide excellent customer service prevent potential issues and monitor ongoing projects.

A day in the lifelooks like this:

- Receives quote requests and inquiries from customers and prepares quotes as required
- Engage with Vendors and Manufacturers at all levels
- Create and maintain positive relationship with customers and branch staff
- Communicates with customers to determine appropriate solutions to trouble shooting, pricing and product mix
- Responsible for providing customer with applicable vendor documentation and certifications
- Demonstrated knowledge of process instrumentation

Our ideal candidate will possess the following skills:

- You have the ability to engage and build relationships with employees, customers and suppliers in a meaningful and professional manner
- You have an approachable demeanor and a positive "customer first" attitude
- You are self-managed and highly motivated to drive sales growth
- You have a passion for excellence and continuous learning
- You are an innovative problem solver that is flexible, adaptable and positive
- Who enjoys hands on work with automation and instrumentation products

You will bring the following qualifications:

- A post- secondary business certificate, diploma in an applicable technical specialty or equivalent combination of education and experience
- 2+ years of customer service experience is an asset
- Tech savvy with the ability to learn new software programs
- Technical expertise in the products and services offered by E.B. Horsman & Son
- Inside sales experience in the electrical industry or similar industry is an asset

How to Apply: If you believe your skill set matches the above description and are an enthusiastic, innovative, passionate and energetic individual we would like to hear from you. Please email HR@ebhorsman.com and/or log onto www.ebhorsman.com/careers.

We thank all interested applicants. However, we are only able to work with those who live in Canada and have permanent working status. Please note that only those chosen for an interview will be contacted.



Platinum member

Thank you for supporting a Western Canadian Independently Owned business established in 1900.

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