



Outside Sales Representative

Hallwood Milham Technologies is an Independent Manufacturers' Representative company covering the British Columbia and Alberta markets.

We are currently seeking to fill an open Outside Sales position for British Columbia. If you're looking for an exciting and rewarding opportunity, are energetic, positive minded and comfortable calling on Commercial and Industrial Contractors, Utilities and End Users, we would be interested in meeting with you.

Hallwood has a reputation for providing exceptional service to our customers in the electrical industry. To do so we focus strongly on customer satisfaction coupled with great employee development. We are committed 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:

In this position you will work closely with the manufacturer partners we represent to sell and promote our products to all areas of the market. You will be required to provide training and sales support to our distribution partners.

Sometimes this will require joint calls with manufacturers on the distributors, end-users and contractors. Part of this will be the ability to provide product demonstrations and presentations.

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
- Self-motivated with the ability to take the initiative
- Effective public speaking and presentation skills

This position requires travel in BC. In addition you may have to periodically travel to the USA for factory product training, so both a valid passport and driver's license are required.

If you believe your skill-set matches the above description we would like to hear from you! We provide a dynamic work environment with growth opportunities. Interested applicants should forward their resumé to jlomas@hallwood.ca.