

Industrial Sales Representative – Railway Industry

Job Responsibilities

Reporting to the Product Manager of the Montreal Office, the candidate's responsibilities will contribute to the effective execution of marketing, sales and business development activities towards the achievement of targeted sales for assigned product lines. Typical tasks are:

Primary Duties/Responsibilities

- Expediting, coordinating and resolving customer or supplier inquiries or complaints regarding the terms of sales, shipping details, customs regulations, inventory and status of accounts
- Working with internal departments to support operation of the business unit
- Monitoring business performance including sales and profits and assisting in the development and preparation of the budget
- Ensuring the timely and accurate preparation and distribution of all documentation and the coordination of all administrative aspects of the sale or purchase of products
- Obtaining information on competitors, technological trends and expected changes in legislation/trade regulations affecting business
- Meeting with customers, current and prospective, to negotiate, provide/receive information
- Participating in the development of marketing and sales strategy for accounts, assigned product lines and business opportunities
- Performing market research and identify new profitable business prospects, trade partners and opportunities
- ensuring the cost effective negotiation of price, quality, quantity and other pertinent contractual terms
- Developing new customers and new business lines.

Job Requirements

- University degree, Engineering and/or Business
- Strong organisational, communication skills and exceptional interpersonal skills
- Excellent computer skills (MS Outlook, Word, Excel, and Powerpoint)
- Able to work as a member of a team and with minimum supervision
- 5 years' experience in industrial sales, steel industry and/or railway industry experience an asset
- Language: English and Japanese (French an asset)
- Availability to travel

Salary/ Benefits/Employment

- Annual fixed salary depending on qualifications
- 3 months probation period
- Office hour 9:00 AM to 5:00 PM with 1 hour lunch.
- 2 weeks vacation for the 1st and 2nd year, 3 weeks from the 3rd to the 10th year and 4 weeks from the 11th year
- 8 statutory holiday + 6 company holiday
- From the 1st to 5th calendar year 5 days for sick leave and 8 days from the 6th year.
- Life insurance and accidental death after 3 months and the premium will be deducted from payroll.
- Short-Term and Long-Term disability, Dependant Life Insurance, Extended care and dental care are paid by the company after the completion of probationary period.
- Company matches employee RRSP contribution after completion of 2 years service.