



Outside Commercial Sales Representative

Unitray Systems Inc. is currently looking to hire an Outside Commercial Sales Representative to become an integral part of our sales team.

Unitray - Company Background

Unitray is a rapidly growing, privately owned manufacturing company based in Edmonton, Alberta with over 25 years of experience supplying CSA certified cable tray and associated products.

Unitray is recognised in the industry for its responsiveness to customer requirements, quality products and competitive pricing. The Outside Commercial Sales Representative will be integral to retaining these competitive advantages.

The company's primary market focus is the Western Canadian oil and gas sector. The company also has experience in the US, Caribbean (South American) and Middle Eastern markets. The Sales position will offer considerable growth opportunity as the company seeks to further penetrate existing markets as well as expand both its product lines and geographic reach.

At both of the company's state of the art manufacturing facilities in South East Edmonton, we offer in-house product design and strictly adhere to a comprehensive Integrated Management System that includes certification for ISO 9001:2008, ISO 14001:2004, and OHSAS 18001:2007.

Responsibilities

This full time, permanent position will be responsible for developing new leads, closing new contracts as well as maintaining a high degree of contact with existing customers. Sales, customer service, networking and related activities can be expected to take place both during and after regular business hours.

Dependent upon the candidate, the position may be based in Edmonton, in Calgary or in an alternative relevant location.

As a senior member of the sales team, specific responsibilities will include:

- Building and promoting sales to an existing customer base;
- Identifying and pursuing new profitable customer/business opportunities while maintaining and expanding the existing customer base;
- Developing and executing strategies for meeting or exceeding sales goals;
- Developing and executing expansion strategies (including new product lines and new markets) to supplement existing accounts;
- Establishing and maintaining a thorough awareness of relevant market issues and trends (competitors, customers, end users and other relevant parties), communicating same to the senior management team and incorporating such market intelligence into a comprehensive sales/business strategy;

- Utilizing a CRM system to develop a routing plan and appropriate call frequency as well as document sales activity and communicate relevant information to other team members;
- Collaborating with other members of the sales team and working effectively with other departments to ensure complete customer satisfaction and operational efficiency.

Qualifications

The successful candidate will have a proven results-oriented track record and a solid reputation for building strong, long-lasting relationships with customers.

A successful candidate's professional history will also demonstrate the following:

- A documented track record of successful sales in the Alberta industrial market and a reputation of building solid, long term relationships
- Professional familiarity with the complex sales model;
- Ability to effectively network with all influencers in the sales channel;
- Effectiveness in negotiations on large and small projects with end users, engineering firms, design build firms, and contractors;
- Excellent time management, organizational and communication abilities;
- Excellent oral and written communication skills in English;
- Minimum 5+ years experience in outside sales within the industrial/electrical industry preferred;
- Post Secondary Degree/Diploma (marketing/sales and/or engineering related) preferred;
- Proficient with MS office. Database or CRM software experience would be an asset.

Unitray Systems Inc. offers a competitive compensation package to all employees.

Please send resume to mhill@unitray.ca. All applications will be held in strict confidence.

Only those selected for the interview process will be contacted.