

# SALES REPRESENTATIVE

Do you stand out because of your self-sufficiency and your organizational skills? Do you have a good capacity to adapt and like customer contact?

**Performance, innovation, and family** mean something to you and inspire you?

We have what you are looking for as we are currently looking for a **Sales Representative** for our **VOSKER** division.

The Techno-X Group and its companies are inspired by the desire to surpass themselves and push the limits. We are revolutionizing the fields of security, technology, customer service, and outdoor activities, thanks to our innovative products and services.

## You want to know more?

Your role will be to support the Sales Team in order to increase the company's sales by promoting our products to targeted customers (customer list).

As part of their duties, the incumbent will have, among others, to:

- Solicit new customers and maintain relationships with our customers in Canada and the United States.
- Find and evaluate business opportunities for sales development.
- After COVID: plan trips to visit customers and do periodic follow-ups.
- Ensure customer service follow-up with retailers and distributors in your territory.
- Answer and participate in the resolution of problems with the Technical Support Supervisor and the Technical Department when it concerns customers in your territory (e.g.: problems with the inventory received, problems with the credit or agreement...).
- Present and promote our products to create demand and improve the brand image.
- Perform the entire sales cycle, from scouting to conclusion.
- Provide product training to store and distributor employees.



- After COVID: participate in events and trade shows.
- Ensure the products are promoted during events.
- Stay informed of all developments in the field as well as of the competition.
- Participate in sales meetings, when necessary.
- Perform all other related duties.

### Required skills

- Relevant sales or marketing background.
- 3 to 5 years of experience in representation.
- Ability to communicate in both French and English.
- Organized, resourceful, self-sufficient, and adaptable.
- Ability to negotiate.
- You manage stress well.
- Technologically, you master the Microsoft Office suite and the Salesforce and Netsuite software.
- You have a car, a valid driver's licence, and you are available to work flexible hours and to travel within your territory (after the COVID pandemic).

### Why should you choose the Techno-X Group?

- First of all, a work environment where performance, innovation, and family are valued!
- A work-life balance.
- Schedule flexibility for early and late risers.
- Free 24/7 access to an online doctor.
- A diversified company with a variety of challenges: you can't get bored.
- A group insurance, because we want to take care of our people.

**It is now your turn to tell us about yourself. All you have to do is apply!**

