

JOB DESCRIPTION

Status : Permanent

Location : Victoriaville

Department: Sales

Title of immediate superior: United-States and Canada sales manager

MAIN FUNCTIONS**Main Objective**

Support the sales team increasing sales by promoting our products to our customers through the phone, in stores, at trade shows and event.

Main Functions

The employee will have to:

- Solicit new clients and maintain relationship with our clients from United-States and Canada:
 - Find and estimate business opportunity for sales developments;
 - Organize business trip to visit clients and do regular follow-up;
 - Insure follow-up with the retailer and distributors on the territory;
 - Help solving problems with the technical support supervisor and the technical department if concern.
 - Represent and promote our products to improve the company;
 - Make sales cycles from beginning to end;
 - Inform employees from the stores and distributors of new products.
- Participate to events and trade shows:
 - Make sure products are fully demonstrated during events;
- Stay tuned about developments in the territory just as the competitions;
- Participate to sales meetings if necessary;
- Fullfil to other task.

REQUIREMENT PROFIL FOR THE POSITION

Study level: Relevant sales or marketing formation.

Experiences related to the job: 3 to 5 years of representative experiences.

Expertise description: Cold call phone, organisation, autonomy, dynamism, social skills, adaptability, good negociator, good ambition and interest for the technology.

Software : Outlook / Excel / Word

Requested language : Advance french and english (oral and written)

Others : Must have a car and a valid driver's licenses. Disponibility to work with flexible schedule to travel.

WORKING CONDITIONS :

- Permanent Job;
- Variable salary according to experiences;
- Flexible working schedule;
- Collective insurance.