



**Position:** Technical Outside Sales

**Locations:** Coquitlam and Prince George, BC

- Exciting opportunity for a motivated Technical Outside Salesperson
- Be challenged at work every day in a role where no two days are the same
- Join a team-based culture and enjoy great benefits, including flexible group extended health, dental and life insurance, health and wellness spending accounts and Group RRSP Matching Program

**About the Organization:**

Skeans Pneumatic and Automation Inc. is one of Western Canada's leading Pneumatic Automation and Compressor Room Systems distributors, with six full-service locations in British Columbia, Alberta, Saskatchewan and Manitoba. Whether our clients need compressed air, special pneumatic actuators, valves, electric actuation, or robotics, we have the right solution! To learn more about us, please visit our website Skeans.com.

**About the Opportunity:**

Skeans Pneumatic and Automation Inc. has two exciting opportunities for a Technical Outside Sales Representative to join our teams in Coquitlam and Prince George, BC. In your assigned territory, you will be responsible for developing relationships with customers and provide solutions through product and application sales.

With clear communication and an exceptional customer service orientation, this dynamic position focuses on understanding the customer's operating environment and fulfilling timely current and future solutions. You will establish strong technical knowledge through internal and supplier led product training.

You will also be required to use your strong organization and interpersonal skills to carry out the following duties:

- Take initiative to investigate new sales areas/business development with current customers, new products, and new accounts
- Maintain a Customer Relationship Management (CRM) system
- Create Return on Investment (ROI) calculations to show customer value
- Initiate and complete sales quotations or proposals for customers

Preference for candidates with 3- 5years' experience in a territory sales role or similar. A Post-Secondary degree or diploma in Mechanical, Mechatronics, Business, or similar will be considered an asset.

Our ideal candidate will have a positive, can-do attitude with an interest in assisting customers with value based solutions. This position requires some overnight travel and the ability to travel to the USA for supplier training.

[skeans.com](http://skeans.com)

*Your complete pneumatic and automation solutions provider, from generation to actuation...*



**About the Benefits:**

A competitive remuneration package based on your skills and experience. You will also receive a great range of benefits, including:

- Extended group health and dental benefits
- Comprehensive group insurance
- Healthcare and Wellness Spending Accounts
- Group RRSP Matching Program
- Comprehensive internal and external training programs
- Continuing education support
- Monthly events where we have fun together

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