



**Position:** Inside Sales Representative

**Location:** Winnipeg, MB

- Exciting opportunity for a motivated individual looking to join a market leader
- Be challenged at work every day in a role that combines customer relationships and connecting automation with customer driven innovation
- 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 & Electrical Automation and Rotating Equipment distributors, with seven full-service locations in British Columbia, Alberta, Saskatchewan, and Manitoba.

For over 50 years, our family owned, and managed company has provided automation and compressed air solutions to a diversified industry base across Western Canada.

Whether our clients need a compressed air energy audit, special pneumatic cylinder designs, electric actuation, collaborative robotics, optical sensors, or machine safety systems, we have the right solution! To learn more about us, please visit our [website](#).

**About the Opportunity:**

Skeans Pneumatic and Automation Inc. has an exciting opportunity for an **Inside Sales Representative**, to join our team in Winnipeg and make an impact for our customers. By establishing strong partnerships, we connect automation with customer driven innovation, adding value and finding innovative solutions to some of the most important manufacturing issues facing businesses. From generation to actuation, our rotating equipment, pneumatic and electric automation solutions help our customers improve productivity and profitability and create a safer work environment.

As an intermediate to senior level inside sales representative, you will be responsible for developing relationships with customers to understand how SKEANS can provide solutions through technical product and application sales. Your day will consist of taking sales calls and email inquiries from our customers, entering orders, and providing quotations through a consultative, value-added sales approach. At various times, you will support with shipping and/or receiving orders, and warehouse maintenance, as a team player. SKEANS sells a wide range of products from items smaller than the end of your finger to full truck load equipment.

Our ideal candidate will have a positive, can-do attitude in this customer facing role that requires strong oral and written communication skills.

Experience counts, but most of all you must have a motivation to learn about our technical products and how we can help solve problems for customers. Having 4-5 years of industrial inside sales experience will be considered an asset, as will mechanical aptitude. Computer experience using Microsoft Office programs including Outlook and Excel, as well as ERP programs is preferred.



If you describe yourself as a personable team player and are goal-oriented, this might be the intermediate level position that you have been looking for, with great development, leadership, and growth potential. Ability to reach, bend and lift 50 lbs is required.

Our close-knit team at SKEANS all strive to embody our values of: Trust, Knowledge, Respect, Teamwork, Family, and Fun and ideally our successful new candidate will do the same.

**About the Benefits:**

In exchange for your hard work and dedication, you will be rewarded with a **competitive remuneration package** based on your skills and experience. You will also receive a great range of benefits, including:

- Comprehensive group insurance
- Extended group health and dental benefits
- Healthcare and Wellness Spending Accounts
- Group RRSP Matching Program
- Comprehensive internal and external training programs
- Continuing Education support

If you enjoy working in a fun, team-based environment and possess the drive to take on an exciting new challenge - Apply Now!