



## **Territory Sales Representative – Calgary, AB**

Drive Innovation. Deliver Results. Keep Industry Moving.

### ***Curiosity. Collaboration. Commitment.***

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These are more than our core values — they're how we approach every customer challenge, every project, and every partnership.

We're looking for a results-driven Territory Sales Representative to join our Calgary team — someone who thrives in the industrial world, understands the pace and demands of resource-sector operations, and is motivated to help customers solve complex automation and equipment challenges.

### **About Us**

For over 55 years, SKEANS has been a trusted partner to Western Canada's resource industries — helping keep mills, mines, and manufacturing plants running safely and efficiently. As one of Western Canada's leading Pneumatic & Electrical Automation and Rotating Equipment distributors, we operate seven full-service locations across BC, Alberta, Saskatchewan, and Manitoba. We're proud to be a family-owned, customer-focused company that delivers real value through technical expertise, reliable products, and responsive service.

From compressed air systems and custom pneumatic designs to electric actuation, robotics, and machine safety, we connect automation with customer-driven innovation, to keep industry moving forward.

### **The Opportunity**

As our Territory Sales Representative, you'll work directly with customers in forestry, mining, pulp and paper, energy, and manufacturing to help improve uptime, efficiency, and safety through automation and rotating equipment solutions.

This role blends business development with technical problem solving — ideal for someone who enjoys being on the road, visiting plants and facilities, and working hands-on with customers to identify opportunities for improvement. Your curiosity will drive you to learn your customers' operations inside and out. Your collaboration will build trust and long-term relationships. Your commitment will ensure every solution adds measurable value.

### **What You'll Do**

- Develop new business opportunities and manage customer relationships across Southern Alberta.
- Develop and execute a territory plan, including target accounts and growth strategies.
- Work with product managers, suppliers, and specialists to deliver the right pneumatic, automation, and rotating equipment solutions.
- Visit customer sites regularly (approx. 50% travel) — from sawmills and mining operations to manufacturing plants.
- Prepare and deliver technical proposals, demos, and ROI-based solutions tailored to customer needs.

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**We connect *Automation* with *Customer driven Innovation***

**SKEANS.COM**



- Support customers with product selection, troubleshooting, and post-sale service.
- Maintain your sales funnel and pipeline through our CRM/ERP systems.
- Achieve or exceed monthly/annual sales targets.
- Provide regular territory sales updates to leadership.
- Gather market intelligence and share insight on industry trends.
- Continuously build technical knowledge of pneumatics, automation and rotating equipment solutions.

### **What You Bring**

- 2–3 years of experience in industrial automation, rotating equipment, or technical solution sales.
- Mechanical or technical aptitude, with the ability to understand customer challenges.
- Experience with pneumatic and electrical systems, or rotating equipment is an asset.
- Comfortable working in heavy industrial and resource-sector environments.
- Self-motivated and entrepreneurial, with strong problem-solving mindset.
- Strong interpersonal and communication skills.
- Highly organized with the ability to manage a large geographic territory.
- Strong time management and prioritization skills.
- Proficiency with Microsoft Office (Outlook, Excel, Teams, SharePoint).
- Willingness to travel within the region and occasionally to the U.S. for training.
- Ability to lift 50 lbs and work safely in plant and field settings.

Above all, you bring a drive to learn, connect, and deliver results that make a tangible impact for your customers.

### **Why Join Us**

- Competitive compensation package, based on skills and experience.
- Attractive financial incentives based on sales performance.
- Comprehensive health, dental, and life insurance.
- Health & Wellness Spending Accounts.
- Group Financial Savings Matching Program.
- Continuing education and technical training opportunities.
- A team-based culture that supports collaboration and growth.

### **Be Part of Something That Moves Industry Forward**

If you're ready to apply your technical knowledge and customer focus in a role where your work makes a difference every day — apply now and bring your curiosity, collaboration, and commitment to our team.