



Customer Service/ Inside Technical Salesperson – Bilingual

The Company

Founded in 1909, Nordstrong Equipment Limited is a company with a long history of providing bulk material handling equipment and solutions to agriculture and industrial customers. We are an industry leader in the design and manufacture of a wide variety of robust, high-performance bulk material handling solutions. In addition to our custom-designed product, we also design and manufacture a full line of hoisting equipment for truck dump body applications under the NORDIC trade name.

The Opportunity

Reporting to the Regional Sales Manager, as an Inside Technical Salesperson, your primary responsibilities are providing support to the Outside Sales Team in determining equipment needs, supporting the design of equipment and replacement components, preparing proposals, entering orders, and managing projects. As an Inside Technical Salesperson you understand the importance of customer service and have a strong ability to build relationships internally and externally.

The Day to Day

- Review customer requests for quotes, including written specifications and drawings.
- Communicate directly with clients and outside sales via phone and email to clarify equipment needs and obtain additional information required to design custom equipment
- Prepare quotes based on costing provided by the Estimating department, inventory program or outside vendors
- Enter sales orders, create work orders and purchase orders.
- Follow-up on outstanding parts quotes and track sales order progress to meet on-time delivery
- Manage current contracts to ensure all client requirements are met on time. This includes issuing approval drawings and interacting with the Engineering department as well as the Manufacturing Team

The Person

- Able to communicate in French fluently, both written and verbal
- Engineering or Technical education, or equivalent combination of education and work experience
- Strong Mechanical Aptitude
- Ability to build and maintain internal and external customer relationships
- Proficient in Microsoft Office applications



- Experience with equipment such as bucket elevators, screw conveyors, drag conveyors, belt conveyors, gates, and valves are an asset
- Sales or sales support experience
- Experience with Salesforce or other CRM software is desired
- Excellent written and verbal communication skills
- Experience reading General Arrangement and Equipment Drawings
- Basic AutoCAD skills are an asset

The Perks

- Competitive salary
- Extended health benefits
- Matched pension plan
- Annual bonus

The primary working location for the Inside Technical Salesperson is the head office, located in Winnipeg, Manitoba. Intermittent travel to other Nordstrong locations is required.

We thank all applicants for their interest. We will be contacting only shortlisted candidates.

If this opportunity excites you and you have the skills and experience to excel in the role, please email your resume to HR@nordstrongltd.com.