

Outside Salesperson

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 the Outside Salesperson will prospect new business in the Industrial and Agricultural sectors, while maintaining and enhancing our existing business in the products that we provide. They will be responsible to instill confidence in our customers that they are dealing with an industry leader and must be innovative, creative, and a proactive individual capable of driving results within the defined territory.

The Day to Day

- Develop new relationships with project and maintenance managers and engineers, by calling on consulting firms, end users and EPC contractors.
- Service existing core customer base and strive to continually refine relationships
- Work with customers to ensure specifications are interpreted correctly for quotation purposes
- Oversee the sales process at each stage from prospecting to quote to manufacturing and follow up.
- Keep up to date on industry trends, technologies, and advancements
- Liaise with other sales personnel to share contacts and potential business opportunities

The Person

- Minimum 5 years of sales experience, preferably within the agricultural equipment or industrial supply sector
- Excellent communication skills, both written and verbal

- A business or engineering degree is an asset
- Demonstrated understanding of manufactured equipment including welding, fabrication, and power transmission design
- An understanding of the solution sell process is an asset
- Ability to read engineering drawings and interpret customer specifications
- Ability to negotiate and strong presentation skills
- Strong Mechanical aptitude
- An energetic, go-getter attitude with strong work ethic and professionalism
- Ability to travel and work within Canada
- Up-to 25% travel may be required
- Ability to work both independently and in a team setting
- Ability to sit or stand for long periods of time may be required
- Team player with the willingness to take on and complete all assigned tasks
- Proficient in all MS Office (primarily Excel & Word) applications

The Perks

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

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.

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