



Job description

We are currently seeking to fill a Technical Inside Sales position for our Mechanical, Electrical and Instrumentation Team at our Head Office location in Winnipeg.

The Technical Inside Sales representative is responsible for building positive relationships with customers through generating accurate quotations and sales orders. Technical Inside Sales works closely with Business Development to provide excellent customer service, prevent potential issues and monitor ongoing projects.

The successful candidate will possess the following qualifications:

- Diploma or Degree in an applicable technical specialty or an equivalent combination of education and experience
- 2+ years of customer service experience
- Technical expertise in the products and services provided by Flo-Crest Equipment
- Intermediate computer skills (MS Office) with the ability to learn new software programs
- Basic mathematical skills
- English language proficiency mandatory (written and oral)
- Ability to sit at a desk for 8+ hours per day
- Ability to read fine print
- Proficient in reading large project specifications and creating equipment take-offs in preparation for tender proposals
- Competencies must include negotiation skills, networking and relationship building, planning and organizing, problem solving and results orientated
- May be required to travel to customer locations and supplier locations and factory training
- Ability to work under time-sensitive project deadlines
- Ability to adjust to heavy periods of workload, maintain concentration and detail orientated while working through frequent interruptions
- May be required to do valve repair, pressure instrument calibrations and miscellaneous function checks on the equipment we supply to our clients
- May require to perform shipping and receiving duties
- Ability to maintain a professional and positive phone demeanor
- Have a Driver's License and Vehicle
- Compensation based on relevant professional experience

How to Apply: If you believe your skill set matches the above description and are an enthusiastic, innovative, passionate and energetic individual we would like to hear from you! Flo-Crest provides a challenging work



environment with growth opportunities. Please e-mail your resume and cover letter if you are interested to sales@flo-crest.com or fax 204-632-5461.