

Founded in 1985, Marktech is a fast-growing supplier's agency representing international corporations in many sectors, including industrial machinery and equipment, transportation, office and healthcare furniture. We cover all of Canada.

Beyond its wide range of standardized products from world-class suppliers, Marktech also offers customized components for our customers' applications to help them achieve higher performance and profitability.

**At Marktech we help our customers and suppliers succeed.**

## **Business Development Outside Sales Representative**

We are looking for someone who will develop the Ontario and Western Canada markets for our line of world-class manufacturers.

### **Position Details**

- You will be responsible for accounts in Ontario and Western Canada
- You will call on original equipment manufacturers (OEM) in industrial equipment and machinery, transportation and office and medical furniture sectors
- You will work from home in the Greater Toronto Area or the Kitchener area, using Marktech equipment
- You will report directly to the owner
- You will start in a full-time capacity before October 1st, 2019

### **Is this position for you?**

- Does business development turn you on? We have great suppliers with proven potential in other regions and great potential for growth in Ontario.
- Are you looking for a team that will help and support you and share in everyone's successes? We have a compensation plan that rewards you and the team for the growth generated by all.
- Would you like to be part of a company where your inputs really counts? We make decisions together to improve how we all work.
- Have you heard of Tribal leadership? It is a way to help organizations improve how people interact to help them succeed. Are you curious to learn more?

- Do you think you can work more efficiently by working from your house than driving to an office?
- We have defined our purpose as “We help our customers and suppliers succeed”, and we have also defined our values to be trust, work and life balance, collaboration and communication, collective success and respect. Do you think you can share these values?
- Would joining and helping a dynamic six-person sales team be fun and motivating for you?

**If you answered yes to the above questions, keep reading...**

### **Qualifications**

- Three or more years of B2B experience as an outside sales representative (preferably in the markets referenced above)
- Proactive in business development
- Passionate and able to lead
- Global vision of the sales process, from qualifying an opportunity and to managing projects
- Strong mechanical and electrical aptitude to understand and visualize how technical products work and where they can be used
- Good computer skills (Outlook, Excel, Word, PowerPoint and working with web portals)
- Well organized with good time-management skills, task-management skills, and the ability to manage competing priorities
- Ability to communicate effectively in English orally and in writing
- Able to work efficiently and successfully from a home-based office

### **Responsibilities**

- Ensure proper management of the sales process, including the identification of potential customers, providing solutions and coordination of after-sales service
- Identify strategic growth opportunities within the territory at new and existing customers
- Provide regular feedback regarding key accounts and opportunities
- Prepare and conduct professional sales presentations
- Assist suppliers in securing information, design specification and other materials and information, as required
- Troubleshoots issues to a successful resolution for customers and suppliers

T. 514.333.1555

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info@marktech.ca

We help our suppliers and customers succeed

- Provide sales forecasts for key accounts
- Work in suppliers and Marktech CRMs
- Establish and maintain a continuing positive relationship with suppliers and key accounts
- Stay informed of changes in the industry and territory, including trends, new products, and new target customers

### **Travel**

- Must hold a valid driver's license and passport
- Weekly travel with limited overnight stays within the territory
- Periodic travel for sales meetings, trade shows and training to our supplier's facilities

### **Compensation**

- Base salary + individual commission program + group commission program
- Group insurance plan
- Great vacation program
- Car allowance
- Computer and iPhone are provided, including cellular service
- Home internet service and all typical business expenses are reimbursed
- We pay for training at suppliers' facilities
- Opportunities for personal and professional development

### **Contact Information**

If you are interested in this opportunity, please forward your application directly to Gilbert Leblond, President and owner, at [gilbertl@marktech.ca](mailto:gilbertl@marktech.ca).

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