

Industrial Automation Outside Sales / Account Manager

Guillevin International Industrial Automation Group - Canada

#### Job Description

There is currently positions available in Winnipeg, Manitoba

Specifically you will be responsible for the profitable growth in sales of our Automation Products. We anticipate that you will identify opportunities for further product additions to compliment our current Platform.

\*Responsible for Sales & Profits of Software and Hardware Products in Western Region.

\*Selling and negotiating with major Customers on an independent basis.

\*Formal technical presentations, both written and verbal technical proposals.

\*Developing new profitable business opportunities.

\*Developing and attaining Sales & Profit Goals.

\*Managing Major project opportunities and existing customer base.

\*Coverage of Consultants in our Market Area.

\*Develop and maintain high level of Customer satisfaction.

This is an exciting career opportunity and you will have ample opportunity to further develop and apply both your technical and business skills to your personal satisfaction as well as to the benefits of our Customers and overall profitability of Guillevin International Co.

#### BENEFITS PACKAGE

We are offering a comprehensive package initially comprising

- Annual Salary
- Profit sharing
- You will participate in our extensive Guillevin Benefits Program full details of which are outlined in the Employee Handbook, which you will receive upon commencement with us. •Group RRSP:
- As part of the compensation package we provide a car allowance and gas card.

### Desired Skills & Experience

- Ideally 5 years experience in similar position.
- Demonstrated ability to work unsupervised and meet key deadlines.
- Team player, adaptable, energetic with a positive and professional attitude.
- Excellent verbal, non verbal and written communications skills.
- Demonstrated initiative to self-improvement of your business and product skills.
- Good PC Skills incl. MS Office: Word, Excel and Outlook.
- Highly organized and knowledgeable.
- Willingness to identify and qualify new opportunities for growth.

Candidates with a background in PLC's, VFD's and their applications and knowledge of industrial controls, sensors, wireless products and HMI's will be given preference.

The Company provides its employees with an environment allowing them to develop their skills in order to excel in their jobs and to better fulfill the customers' requirements.

### Additional Information

Type: Full-time

Experience: Mid-Senior level

Functions: Sales, Customer Service, Business Development