



Regional Sales Representative – Mechanical, Hydraulic & Pneumatic products
Western Canada

Hydrolico International Inc. is a fast-growing company specialized in the manufacturing and distribution of hydraulic & pneumatic products, serving the North American market.

The organizational culture of the company fosters the teamwork and professional development of the managers in place, in an open management framework.

Under the responsibility of the Sales Director, the tasks consist of:

- Responsible to manage the sales with current account base in the designated territory.
- Achieve continual sales growth by developing business relationship with new customers.
- Implement strategies to grow sales throughout your territory.
- Produce accurate quarterly & annual budgets.
- Develop business plans to achieve maximum exposure.
- Provide after sales service to our customers on a regular basis.
- Manage customer's quotation requests.
- Collect technical information to provide detail product applications brief.

Qualifications:

- More than 5 years' proven experience in a fluid power sales function position.
- Excellent communication skills in English, both verbal and written.
- Practical Experience with Hydraulic Circuits.
- Working Knowledge of Fluid Power Math and Design Criteria.
- Solid mechanical aptitude.
- Ability to read and interpret mechanical drawings and hydraulic schematics.
- Ability to use precision measuring tools.
- Detail oriented, methodic work ethic.
- Proficient computer skills including Microsoft Excel and Outlook.
- Strong planning and organizational skills.
- Ability to multitask in a dynamic environment.
- Team player: must be willing to assist in other departments as required.
- Ability to assess and estimate projects to create accurate, detailed quotations.
- Ability to impart technical details and project overviews to Hydrolico's staff and customers.
- Comfort level with training staff and the ability to communicate technical details and teach product fundamentals to Distributors and OEM customers.
- Ability to travel regularly thru-out the territory, sales meetings, and industry events.
- Use CRM (customer relationship management) to plan visits to customers, schedule appointments, track daily activities with existing and potential customers and keep customer records up to date.
- Working knowledge of mechanical, hydraulic and pneumatic principles.
- Knowledge of mobile equipment and industrial markets.
- Mechanical Engineering Degree (asset).
- Fluid Power Certification (asset).
- Enjoys creating and managing relationships and being client orientated.

What's on offer:

Strong compensation package for the successful Regional Sales Representative.