

Parts & Service Sales Representative (PSSR)

Collicutt Energy Services Corp, a leader in the power generation and natural gas industry, is currently seeking a Parts & Service Sales Representative for Central Alberta to join our team. We are looking for someone who is ready for the opportunity to build customer relationships in the area and expand our client base.

The successful candidate will be responsible for:

- Focusing on the sale of maintenance and overhauls of engines to new customers
- Sale of MTU parts
- Generating leads for other department and overall company while in the field
- Identifying, researching and contacting prospective customers and building positive relationships that will generate future sales and repeat business
- Making sales calls to new and existing clients, as well as follow up on sales activity
- Making sales calls with the President, VP Operations and Service Manager obtain potential clients, as well as visiting current clients to promote new business
- Developing value propositions based on unique client needs
- Delivering sales presentations to promote and sell the company's services
- Contributing to sales products, promotions & marketing collateral to maximize sales opportunities
- Developing, executing and accountability to the sales action plan and strategy created
- Reporting sales and quoting information, updates, progress, etc.
- Ensuring customer service satisfaction and good client relationships
- Gathering competitive intelligence and monitor competitors, market conditions and product development
- Quick response to, and resolution of, client needs and concerns, and timely feedback on technical proposals and job status
- Optimization of client satisfaction/loyalty through improved operations
- Maintain relationships with both internal and external customers

The position requires:

- 5+ years of experience in sales required, industry related experience an asset
- Technical background in engines and related components would be an asset
- Strong work ethic and high sense of motivation and goal driven
- Excellent organizational, written, verbal, negotiation and interpersonal skills
- Client service focus with experience in customer problem resolution
- Able to work independently and in a team atmosphere
- Possess integrity, a strong sense of urgency and a proven ability to hit deadlines
- Able to work a flexible schedule, including overnight travel as required
- Strong customer service focus with good verbal and written communication skills
- Effective time management, including the ability to anticipate and deal with the effects of change
- Proven competency in Microsoft Office
- Valid driver's license
- Available for, and legally able to, travel internationally
- Commitment to Collicutt Core Values Core Purpose

This is an excellent opportunity to join a dynamic and growing organization. The potential for success with our expanding, progressive, privately owned business is unlimited. We recognize our team members as individuals, and consider mutual RESPECT to be the key to building a cohesive, productive Team.

If you are interested in this exciting opportunity that offers endless learning opportunities, a safety first philosophy, mutual commitment, fun, and community involvement, then don't wait any longer! Come be part of our FAMILY.

Please submit your resume, along with your salary expectation, and availability date to hr@collicutt.com.

No One Gets Hurt ~ We Are Like a Family ~ Do What's Right ~ Do What You Say ~

~ It's Fun to Win ~ Finding a Better Way

