

## **MTU Generator Sales Representative – Manitoba**

Collicutt Energy Services Corp, a leader in the power generation and natural gas industry, is currently seeking an energetic Sales Representative to join our growing team! We are looking for someone who is eager to get out and develop customer relationships and help grow our client base for the Manitoba region.

### **The successful candidate will be responsible for:**

- Growing the existing customer database and developing new relationships
- Quoting sales of power generation products
- Customer satisfaction and creating a positive impact on the community
- Quick response to and resolution of customer needs and concerns, and timely feedback on technical proposals and job status
- Making regular sales calls to accounts at their place of business, job sites, and various on site locations
- Providing customer service and account maintenance initiatives
- Utilizing our pricing structure to quote jobs and day-to-day business
- Introducing product lines through marketing and sales campaigns
- Cold calling on potential new accounts and building new relationships
- Creating yearly sales budgets and forecasts
- Developing long-term relationships with key customers, vendors and associates
- Developing sales strategies and understand company initiatives
- Identifying new business opportunities
- Participating in regular sales team meetings
- Recommend changes in products, service, and policy by evaluating results and competitive developments
- Maintain professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies
- All other duties as assigned

### **The position requires:**

- 3-5 years extensive knowledge working in an industry that deals with engines, and managing a sales territory with a focus on continual growth
- Effective communication skills with a wide range of people including employees, customers, vendors and associates
- Strong industry specific technical knowledge
- Technical background in diesel & natural gas engines, related components and their application would be an asset
- Strong understanding of the parts, purchasing and accounting departments and the integral role they play within the company
- A self-starter who can take initiative to search for new opportunities
- Strong work ethic and high sense of motivation and goal driven
- High level of initiative, strong analytical and decision-making skills, coupled with exceptional negotiation 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
- Effective time management, including the ability to anticipate and deal with the effects of change
- Computer literacy
- Clean and valid driver's license and ability to travel internationally
- Clean criminal record check
- Commitment to Collicutt Core Values and 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, salary expectation and availability date to Human Resources at [hr@collicutt.com](mailto: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*

