

Industrial Sales Representative

Madsen Controls & Engineering is looking for an Industrial Sales Representative to join our Ontario operation.

Position Description

The role is a true road-warrior (outside sales) position with full expectations of building a customer base. You're looking to grow within the organization and always push to exceed targets.

This is NOT a custodial role.

Some questions you might have:

Who is Madsen?

Madsen Controls & Engineering represents top-tier brands of controls, engine and turbine components and works with the Power Generation, Industrial and Marine sectors in Ontario, Quebec and Atlantic Canada. We have been in business for over 50 years and offer parts, service and integrated systems to our customers based on our product line and engineering expertise. We value diversity, team-work, curiosity, professionalism and vision.

What are the job duties?

ROLE DESCRIPTION

Duties & Responsibilities:

- Contact new sales opportunities and follow-up with outbound calls and face to face meetings
- Prospecting new accounts and hitting sales targets within short sales cycles
- Research leads, identify key players and generate a prospect list
- Communicate and sell the company's brand, vision and product verticals
- Work with the management team to build a pipeline
- Regularly use CRM software

What makes a great candidate?

Key competencies:

- Strong & effective communicator via email and phone
- Strategic selling approach and mad closing skills
- Self-starter and ability to work with minimal supervision
- Excellent oral, written and presentation skills
- Team player

Education/Skills/Experience

- At least 5 years experience with B2B Sales
- Experience using CRM/sales software
- Demonstrated track record of closing sales
- Proven ability to take initiative, find solutions and solve problems
- Technical certificate or degree would be beneficial
- Currently eligible to work in Canada

Who are you?

You describe yourself as a hunter.

You are content hearing 100 “no’s” for the satisfaction of hearing 1 “yes”.

You have 5 plus years of industrial sales experience.

You are an independent worker.

You are able to commit significant amounts of time to travel.

You are rewarded by the success of the sale.

You are confident in your ability to succeed.

You are well-liked and will represent any employer well.

You have a technical mind and some type of technical training or background.

You are curious.

You work well with technology.

You see the necessity of record-keeping and are passionate about keeping our CRM up to date.

-

Who would be your customers?

-

Our business is B2B for Marine and Industrial customers throughout Ontario. You will be expected to develop a regular customer call list and expand to new customers.

-

What product lines would I represent?

You will represent many of our lines, initially TDI starters, FPE thermostatic valves, FSI filtration systems, Testo emissions equipment, Shinkawa vibration monitoring, Woodward governors and Sauer compressors. We will add to that list with your success.

Where would I be based?

Our Ontario office in the GTA is in Richmond Hill. While you would report to the office regularly, you would be expected to be travelling for most of the time. Where you are based is less important to us than your willingness to go where the business takes you.

When will this position start?

While it is crucial that we find the best candidate, we are actively looking to fill this position now.

How much can I make?

You, or more specifically, the success of your efforts will determine your compensation. Initial salary will be based on your credentials and guaranteed for the first six months of training and building a customer base. After that, compensation will consist of a base salary plus a commission structure on total sales. A vehicle may be provided.

How do I apply?

Please email your resume and cover letter to

trevor.porter@madsen.ca.