

Job Title: Outside Sales Representative – Lift Division – Surrey, B.C.

We are looking for an Outside Sales Representative to join our Lift Division team in Surrey British Columbia.

About us:

For over twenty-five years, Westvac Industrial Ltd. has proven to be a leader in the municipal and industrial equipment industry. Founded in 1997, Westvac Industrial Ltd. has grown exponentially and offers unparalleled service, and inventory, throughout Western Canada.

With our head office located in Acheson AB, Westvac covers all of Western Canada with branch offices in Saskatoon SK, Calgary AB, and Surrey BC. Westvac specializes in three divisions and carries an extensive product line, including Heavy and Light Duty Vehicle Lifts, Hydro Excavators, Street Sweepers, Garbage Trucks, Fire Apparatus, Municipal Tractors, and a variety of other industrial equipment.

Responsibilities:

- Sourcing and developing new business leads
- Following up on leads and conducting research to identify potential prospects
- Conducting sales presentations to prospective clients to demonstrate the functionality and advantages of our industrial lifts, and other division equipment
- Providing product demonstrations, technical assistance, and follow up with clients as needed.
- Ensuring all communication with new or existing customers is logged into our operating system
- Preparing sales forecasts
- Offering professional, effective and efficient solutions for customer inquiries and concerns
- Providing guidance on pricing, and competitiveness
- Participating in trade shows, training or associated product meetings when necessary

Requirements & Skills:

- Bachelor's degree in Business Administration, Marketing, or related field is preferred.
- Proven track record of success in sales, preferably in the lifting equipment industry.
- Strong interpersonal and communication skills, with the ability to articulate technical concepts in a clear and concise manner.
- Self-motivated individual with a results-driven attitude and the ability to work independently.
- Proficiency in Microsoft Office Suite and CDK software.
- Valid driver's license and a clean driving record is required.

Related Physical, & Safety Requirements:

- Ability to travel extensively, and drive with trailer, to meet with clients and prospects, including occasional overnight stays.
- Ability to load, secure load, offload, and perform various equipment demonstrations for customers.

- Capacity to lift and carry and sales materials, weighing up to 50 pounds independently.
- Stamina to work outdoors and in various weather conditions when visiting client sites and attending industry events.
- Effectively prioritize tasks and meet quotas.
- Ability to work collaboratively with other mechanics and team members to achieve common goals.
- Adherence to all safety policies and protocols, including varying customer site requirements, when visiting customer sites.
- Ensuring proper maintenance and use of personal protective equipment (PPE).

Workstation, Work Environment:

You will be provided with a workstation that is yours and not shared with others, in a conventional office environment.

As a part of this role, it will be necessary to use Personnel Protective Equipment /PPE when in the shop and yard at all times.

Location & Travel Requirements:

You will be expected to report to work onsite during our regular operational hours. There is anticipated travel associated with this position. Travel is assumed both locally, and out of town, but within your designated sales territory. When travel is necessary, a mutual agreement between both parties will be required before travel is assigned.

Employment Type & Compensation:

Westvac Industrial operates and is open standard Monday–Friday business hours. The position is fulltime and the requirement is to work between the hours of 8:00 – 4:30 (with 30 minutes for lunch).

Compensation is dependent on prior experience and certifications and will be discussed with selected candidates. The Outside Sales Representatives base salary is \$60,000.00 plus applicable commissions specific to lift division sales.

Class 5 driver's license and a recent drivers abstract are required. Reimbursement is available for costs associated with acquiring drivers abstracts.

A CSA Approved work boot allowance is also available.

Benefits that are included with the position:

- An industry leading benefits program including: Medical, Dental, Life, Disability, and a Health Spending Account.
- Paid sick days per annum, and as per company policy, and following 90 consecutive days of continuous employment.
- An employer matching RRSP plan.
- Enjoy job security and work in a recession proof industry.
- Demonstrated candidates can expect to be presented with career progression opportunities.
- Join a rapidly growing family run business that believes in promoting from within.



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We thank all interested applicants, however, only those under consideration and legally entitled to work in Canada will be contacted.

Westvac Industrial Ltd. appreciates diversity and is proud to be an equal opportunity employer. We are committed to creating equitable opportunities and an inclusive environment for all team members. We make employment-related decisions without regard to race, color, religion, sex, national origin, sexual orientation, gender identity, age, disability or veteran status.

