



ATLAS POLAR COMPANY LTD. HAS AN OPENING FOR A FULL-TIME TECHNICAL OUTSIDE SALES POSITION.

Atlas Polar is the industry leader in the development of automated waterways debris cleaning systems, and control systems.

Our Hydrorake Division is presently seeking a Technical Outside Sales Person.

QUALIFICATIONS

- Excellent interpersonal, communication and problem solving skills.
- Demonstrate a persuasive and disciplined approach with customers to reach target goals.
- Product launch and business development experience.
- Experience in expanding new markets.
- Ability to read blue prints and technical drawings.
- Experience with proposals, preparing quotations and contract negotiations.
- Good knowledge of electrical, mechanical and hydraulic systems.
- Valid drivers license and be willing and able to travel for extended periods throughout Canada and the United States.
- Ability to work independently and in a team environment.
- Experience working in a construction environment.
- 5 Years outside sales experience.
- Post secondary education and a strong technical background would be an asset.

DUTIES

- Lead follow-up and existing account management.
- Meet regular sales targets and work with the management team to develop and implement strategies to grow and develop the business.
- Excellent organizational, follow-up and reporting skills.
- Perform cold calls and have the ability to look for other potential applications of our product.
- Determine the scope of work for projects and meet deadlines.
- Support marketing activities by attending trade shows, conferences and other marketing events.
- Develop and give sales presentations.
- Provide technical training, equipment troubleshooting support and product part sales.

This is a full- time position with benefits, including a company pension plan.

Atlas Polar Company Limited is an equal opportunity employer and encourages women, aboriginal people, persons with disabilities and members of visible minorities to apply. Accommodations are available on request for candidates taking part in all aspects of the selection process.

Please email your resume to mfg@atlaspol.com with “**Technical Outside Sales Person**” in the subject line.

No phone calls please.