

Are you ready to launch your career to new heights? Are you outgoing, innovative, and motivated to achieve great things? Start a career like no other. At Gescan, we are passionate about offering our employees challenges, responsibilities, coaching and learning opportunities to bring their careers to the next level and we really mean it, we talk the talk and walk the walk. Today, we are building for the future and looking to become the market leader in our industry while building a company that is one of the most admired in Canada. It is a tough goal but maybe with your help and other great candidates we can make this happen.

The **Industrial Sales Representative** is responsible for generating sales with existing customers and developing opportunities with new customers within assigned territory.

Key Responsibilities:

Scheduling appointments and visiting existing customers to review product needs and determining other opportunities.

- Providing product quotes as required.
- Organizing and attending joint sales calls with Vendors.
- Opening new accounts.
- Continuously updating customers on product changes and modifications.
- Providing solutions to customers' problems.
- Attending Trade Shows and Conferences (if applicable).
- Product introduction of new releases.
- Liaising between customers and the company for up-to-date status of service, pricing and new product release launches.
- Preparing reports for marketing and sales and keeping expense accounts.
- Performing maintenance and updating of customers' accounts including contact names for future sales.
- Keeping up to date on new products, services, procedures and tools by attending training and departmental meetings
- Other duties as assigned.

Required Qualifications:

- Post Secondary courses in Sales and/or Marketing preferred.
- Knowledge of Microsoft Office required.
- 1-3 years related experience.
- Product knowledge or industry experience preferred.

We are interested in knowing you more. Start an exciting new career and enjoy a number of employee benefits by applying online. Gescan is very thankful for your interest in joining the team, only individuals selected for interview will be contacted.

More information on Gescan:

Website: www.Gescan.com

Twitter: [Gescan West](#)

Facebook: [Gescan Canada](#)

LinkedIn: [Gescan](#)

YouTube: [GescanTV](#)