

Sales Representative - Ontario - 3 positions available

1. East / Central Ontario
2. Southwest Ontario 1
3. Southwest Ontario 2

About the us and the opportunity

We are offering you the opportunity to pursue your career goals in an exceptional and rewarding environment. Our team works closely together and is collectively responsible for everyone's success. As we grow, PrevTech wants to create an inspiring workplace where employees feel motivated by the future, experience opportunities for learning and development, and are responsible for the business success of their clients.

Specializing in fire prevention systems for agricultural and agri-food buildings, PrevTech has developed a technology that detects electrical anomalies and generates real-time alerts on the smartphones of agricultural facility owners. The company stands out for its customer service, which assists agricultural producers in diagnosing anomalies.

What we offer

- Competitive base salary + commissions + benefits
- Reimbursement of expenses and travel costs
- High standard sales training and ongoing coaching
- Professional development in a growing company, learning and career advancement opportunities
- Flexible work hours, we are sensitive to work-life balance
- A culture that provides a dynamic, mentoring and team building environment
- Four-week annual vacation, dates to be approved by management
- Ability to provide excellent customer service

Responsibilities and deliverables

- Develop, prospect and solicit new customers
- Coverage and visibility in a given geographic territory
- Maintain customer relationships
- Achieve targeted sales goals
- Follow up on opportunities
- Take the necessary measurements at the customer's site and prepare quotes
- Complete the predetermined number of customer visits and calls necessary for success
- Qualify opportunities and analyze customer needs
- Independently identify and close transactions in your assigned territory
- Provide reporting of activities (Salesforce) and results achieved in assigned territory

- Collaborate with the marketing team on targeted campaigns and high potential customers
- Participate in events, exhibitions and other events
- Participate in team meetings

Credentials

- Minimum of 3-5 years of experience in a sales development, retail or customer service position
- Strong sales experience
- Knowledge and network of contacts in the agricultural field (an asset)
- Strong negotiation and communication skills with a personal drive to succeed
- Good organizational and planning skills
- Resilient, results-oriented and have a strong business sense
- Comfortable with computer tools
- Possess a valid driver's license and a car
- Comfortable with telecommuting, autonomy, time management
- Ability to provide excellent customer service