

## **SALES REPRESENTATIVE**

### **Job Summary**

We are seeking a motivated and dynamic Sales Representative to join our team. The ideal candidate will be responsible for driving sales growth and developing strong relationships with clients. This role requires excellent communication skills, a passion for customer service, and the ability to thrive in a fast-paced environment. Proficiency in both French and English is highly desirable, as you will be engaging with a diverse clientele.

### **Responsibilities**

- Identify and pursue new sales opportunities through proactive outreach and networking.
- Conduct market research to understand customer needs and preferences.
- Develop and maintain strong relationships with existing customers to ensure satisfaction and retention.
- Utilize Microsoft Dynamics 365 CRM to manage sales activities and track customer interactions.
- Collaborate with the business development team to strategize on sales initiatives.
- Provide exceptional customer service by addressing inquiries, resolving issues, and offering tailored solutions.
- Prepare and deliver compelling sales presentations to potential clients.
- Meet or exceed sales targets while maintaining high standards of professionalism.

### **Qualifications**

- Proven experience in sales, preferably in inside sales or business development roles.
- Strong understanding of market dynamics and customer behavior.
- Excellent communication skills in both French and English (preferred).
- Proficiency in Microsoft Dynamics 365 CRM software is a plus.
- Ability to work independently as well as part of a team.
- Strong organizational skills with attention to detail.
- A proactive approach to problem-solving and decision-making.
- Must possess a valid driver's license.
- Machining background is an asset.

Join our team as a Sales Representative and contribute to our mission of delivering exceptional products and services while fostering lasting client relationships. We look forward to your application!