



MINS Technologies Inc.

Marine Information & Navigation Systems

www.minstech.com

JOB DESCRIPTION for Technical Sales Representative

MINS Technologies is hiring a full-time Technical Sales Representative

Terms:	Indefinite/permanent, 40 hours/week
Salary:	CAD \$35.00 per hour
Employer:	MINS Technologies Inc.
Location:	900-2025 Willingdon Avenue, Burnaby, BC, V5C 0J3
Vacation:	4% of vacation pay
Benefits:	Medical benefits
Number of Positions:	1

Overview:

MINS Technologies is looking for a Technical Sales Representative to lead every stage of the technical sales process and address all sales-related issues. The technical sales representative's duties include selling a range of telecommunications goods and services to existing clients, identifying and soliciting potential clients, supervising the activities of other technical staff and sales specialists. The technical sales representative should be able to perform various responsibilities while maintaining a professional and positive attitude.

Responsibilities:

- Promote sales to existing clients, maintain existing customer base
- Develop new sales opportunities to grow company's sales
- Assess clients' needs and resources and recommend the appropriate goods or services
- Estimate costs of installing and maintaining equipment or service
- Prepare and administer sales contracts
- Consult with clients after sale to resolve problems and to provide ongoing support
- Troubleshoot technical problems related to equipment
- Being responsible for company's technical trainings program
- Other duties may be assigned as required

Requirements

- A university degree or college diploma is required
- Experience in sales, project management or in a technical occupation related to the telecommunications products and services for at least 3 years
- Strong interpersonal and organizational skills
- Ability to work as part of the team or independently if needed
- Computer literacy, including effective working skills of MS Word, Excel, PowerPoint and Outlook required
- Strong problem-solving and negotiation skills

Please send your resume to hr@minstech.com

MINSTECH



MARINE INFORMATION & NAVIGATION SYSTEMS

2546 Seablush Dr, Nanoose Bay, V9P 9E4
British Columbia, Canada



T: +1 (250) 821-3385
C: +1 (250) 619-5052



info@minstech.com