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Technical Sales Representative

About the job

ATS Scientific is currently looking to fill the role of Technical Sales Rep. – Eastern Canada. This position provides an opportunity for growth in a dynamic, expanding company.

The Technical Sales Rep. - Eastern Canada is responsible for overseeing and maintaining the duties as detailed below and will align themselves with ATS' core mission by becoming the sales department's key technical resource for our product lines in the assigned territory.

Who we are:

ATS Scientific Inc. is a market-leading, Canadian-owned distributor of scientific equipment and supplies with a proven track record developed over its 30+ year history. We have offices across Canada, including in Alberta, Quebec, and our head office is based in Burlington, Ontario. With many long-term, best-in-class suppliers, we are well positioned for further growth. ATS was recently acquired by an entrepreneurial group that is investing in the growth of the business through a variety of initiatives including adding complimentary product lines, expanding end market reach and service/support capabilities.

Who you are:

The ideal candidate is a proactive hunter with a passion for building relationships and closing deals. You are comfortable picking up the phone, walking into labs, and delivering high-impact product demos that spark interest and conversations. You bring technical curiosity, a strong work ethic, bias toward action, and are hungry to contribute to the growth of ATS Scientific Inc.

The Role:

Location: Based in Montreal, QC (remote)

Territory: Eastern Canada (QC to the Atlantic provinces)

Reports to: VP, Sales and Marketing - Burlington, ON

4030 Mainway Burlington ON Canada L7M 4B9 • Tel: (905) 332-1251 • Toll Free: 1-800-661-6700

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Key Responsibilities:

- Prospecting, cold calling, and developing new business opportunities
- Conducting engaging product demos and technical meetings
- Managing the sales cycle from lead generation through close while exceeding monthly and quarterly sales targets through strategic planning and persistent follow-ups.
- Maintaining CRM records of sales activities, client interactions, and pipeline status regularly
- Collaborating with internal technical and product specialists to drive business and ensure customer satisfaction
- Attending industry trade shows and product training sessions conducted by our suppliers
- Traveling to customer sites, including assistance in the installation of instrumentation, when needed

Candidate Requirements:

- 2–5 years of B2B or technical sales experience (scientific preferred)
- Valid driver's license and willingness to travel for field meetings (up to 50% travel within the territory)
- Excellent written and verbal communication and interpersonal skills, including a high level of professionalism
- Experienced in effectively coordinating multiple projects, executing multiple tasks simultaneously and efficiently, while working with conflicting deadlines in a fast-paced environment
- Bilingual in English and French
- Valid passport for international travel and legally authorized to work in Canada

Preferred Qualifications:

- Background in chemistry, biology, physics, engineering or life sciences (B.Sc. preferred)
- Experience selling capital equipment or lab instrumentation would be an asset
- Experience in using both inorganic and organic chemistry instrumentation
- Start date: June 2025

Compensation & Benefits:

- Base salary and uncapped commission
- Car allowance and travel expenses reimbursement; Comprehensive benefits (health, dental, vision) shared 50/50 with employer
- Ongoing training and professional development opportunities to enhance technical and sales skills.
- A culture that values results, initiative, and integrity

While we thank all candidates who apply, only those who best match the above criteria will be contacted.

No phone calls, please.

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