

Technical Sales Representative – Scientific Equipment – Ontario territory (excluding Ottawa Valley)

Opportunity Overview

Due to a retirement in our sales department, we have an immediate opening in a very well established and successful territory. We are seeking a highly organized, motivated and enthusiastic individual to maintain and further increase sales in the territory.

Reporting directly to the VP of sales, our team of Product Specialists and our established service division are fully capable of assisting the successful candidate to meet and exceed expectations. If you have a passion for offering laboratory equipment to a variety of sectors (excluding the clinical market) and assisting clients with their application requirements with consultative selling, then this is an opportunity for you.

Company Overview

ATS Scientific Inc. is a well established Canadian-owned distribution company with a proven track record for over 30 years. We have offices in Edmonton, Alberta, Montreal, Quebec, and are based in Burlington, Ontario. With several 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.

Requirements/Skills

Working knowledge of laboratory and process equipment in a sectors such as material characterization/processing, environmental monitoring, and the energy sector. Being comfortable in the University setting assisting researchers with the analytical requirements and proposals.

Have as a minimum a university degree in Chemistry, Chemical Engineering or related discipline.

Proven customer relations or proven sales experience of 5-10 years with success matching customer requirements to a broad range of products.

Ability to present and communicate in a professional manner.

Possess excellent verbal and written communication skills in English.

Must be organized with good time management skills.

Possess proven analytical/problem solving solutions for the customer and the company.

Computer proficiency in Windows, CRM and Microsoft applications is an asset. Preference given to candidates with Salesforce experience.

Possess strong negotiation and closing skills.

Must be self-motivated and able to work independently and in a team environment to meet or exceed goals.

Major Responsibilities:

Working in our team environment based in our Burlington office, meeting and exceeding sales metrics, including sales quotas using direct calls, seminars, demonstrations, trade shows, etc.

Being available for overnight travel, a valid driver's license and being available for occasional out of country travel with appropriate documentation (e.g. Passport, proof of vaccination, etc.) are a requirement.

We offer a competitive salary plus commission incentive, automobile allowance, benefits plan and the opportunity to work in an exciting environment. Come grow with us!

To apply in confidence, send resume to sales@ats-scientific.com