

Sales Representative

Location: Annacis Island, Delta BC

TransCold Services is a commercial/industrial refrigeration & HVAC contractor offering best-in-class commercial, industrial and marine refrigeration & HVAC solutions. Headquartered in Annacis Island, Delta, BC, we are proud to have the best government certified refrigeration and electrical professionals on our team.

The Opportunity

We are currently looking for a dynamic and experienced Sales Representative to support our business development efforts and grow our customer base. The appointee will develop customer relationships and leverage relationships with target markets to generate new business. Reporting to the Senior Service Manager, the primary responsibility of the appointee is to achieve revenue targets and grow our market share. Specific duties and responsibilities include:

- Prospect, set appointments and manage self-generated leads as well as company referrals.
- Qualify new business prospects and build an active, high potential prospect list.
- Work closely with the Service department to prepare quotes, follow through on project/customer commitments and to ensure customer satisfaction.
- Prepare and lead presentations to potential customers.
- Meet or exceed sales targets.
- Prepare accurate and thorough sales activity reports as required.

What you will bring to this role

- 3-5 years field sales experience, Refrigeration & HVAC knowledge and experience a plus
- Business degree or related professional qualification
- Demonstrated experience in growing sales revenues and developing and building long-term customer relationships
- Ability to successfully prospect, negotiate and close new business
- "Hunter" mentality
- Exceptional communication and interpersonal skills
- Intermediate to advanced proficiency in Microsoft Office Suite programs
- Valid driver's license and a safe driving record

As a member of the TransCold Services team, you can expect

- A great group of team members to work with!
- A dynamic, fast paced work environment and a company that truly cares about its employees
- Opportunities for career development so you can grow with us
- Comprehensive benefits package and industry competitive wage
- An organization that supports community groups and the environment

How to apply

To be considered for the above opportunity, we invite you to send a cover letter and an up-to-date resume through our website-- <http://www.transcoldservices.com/careers/>.

We thank all applicants for their interest; however only those selected for interview will be contacted.

To learn more about us, visit www.transcoldservices.com.