



Internal Sales Representative

Technimount System, under the brand of Technologies CGC Inc., established in Quebec City, needs you to carry out the daily activities related to its direct sales. You will assist the department's Senior Manager and other specialists in planning and implementing actions related to business development. As your title suggests, you will participate in commercial activities related to sales, from finding opportunities to post installation follow-up. Your role includes various tasks, which depend on the company's objectives according to the markets and/or concerned product types.

Position Type: Full Time, 40h/week

Specialized Employee: Internal Sales specialist

Salary: To be discussed, complete insurance coverage, possible bonus on performance, etc...

Starting date: As soon as possible.

Job location: Quebec City (QUEBEC) – Armand Viau Park

Company description:

Technimount System, a young and dynamic Canadian company, develops and commercialises bracket system for portable medical equipment that can be adapted for different brands of defibrillators, ventilators, pumps or other hospital devices, pre-hospital emergency or military service, in order to make medical equipment safe in transport.

Our strengths are to well understand our customer's needs to find solutions adapted to the realities of the environment. We design our products, based on customer ideas or products already used by them that they wish to modify.

The team at **Technimount System** is made of experienced personnel in the field of engineering, design, management, sales, and manufacturing of several different products, using their expertise to meet the rigors of the industry and the market in cause.

Our products are sold through a Distributor Network and Resellers, covering Canada, the Americas and also through direct sales to customers.



Under the supervision of the Senior Manager, the person responsible for internal sales and business development will perform the following tasks, but is not limited to:

- Constant telephone canvassing to generate opportunities leading to sales, in order to reach the budget
- Teamwork and support colleagues
- Complete process management - find opportunities from scratch, convert them into sales and ensure follow-up and customer satisfaction
- Follow up on files with the different stakeholders; customers, organizations that are potential purchasers of our products
- Write in French and English, different text and make the necessary corrections
- Support sales management in all commercial activities of the branch
- Boost sales by participating in campaigns and promotions with a direct interaction with the customers
- Research and develop the sales opportunities with existing and potential customers
- Explain how our products work by phone and email, in order to support our customers and sell our products
- Qualify and classify the customers in order to organise the sales potential by priority
- Document and gather client's information in the sales process
- Identify market opportunities, of potential beneficiary products for the company
- Participate in the creation of sales tool content, through customer feedback
- Contribute and supports events organized by Technimount (Trade Shows and Exhibition)
- Collaborate with marketing management for the branch's activities in connection with conventions, exhibitions and trade fairs (Canada, USA)
- Offer 1st level support to the customer for the use of our products
- Support production and creation of promotional material in connection with developed markets or customer information
- Update support documents for sales and various promotions
- Participate at the creation of new products (sales aspect)
- Layout and correct documents
- Any other related tasks

Position requirements :

- Bilingualism (French/**English**) **mandatory**; spoken and written perfectly
- University (or College) training in marketing, administration or other related field
- Sales and marketing experience required, telemarketing an asset
- Ability to communicate orally, motivated by sales success
- Great autonomy, ability to manage several files at the same time, very good organizational and priority skills, and good ability to work under pressure
- Experience in sales, in the health industry or ambulance services is considered an asset

General skills :

- ✓ Sense of initiative and motivation to sell
- ✓ Critical thinking, organised and resourceful
- ✓ Team Player
- ✓ Leadership and good judgement
- ✓ Results oriented

Send your curriculum vitae to the following address: accounting@technimount.com

Only the successful applicants will be contacted.