

SALES REPRESENTATIVE

Northern Steel Ltd. is a Prince George, B.C. based steel manufacturing company and recognized leading supplier of custom fabricated steel products and machined components serving the Oil and Gas, Mining, Pulp and Paper, Chemical and Energy sectors primarily in Western Canada. We are seeking a Technical Sales Representative to join our team.

Responsibilities:

Responsible for maintaining and growing business with established customers and for securing and growing business from new customers.

Develop and execute a strategic sales plan to meet revenue targets.

Requires maintaining a current sales pipeline/database.

To provide pre- and post-sales support to our customers.

Market research to identify target customers in various markets.

This position includes, but is not limited to, generating quotes, reviewing quotes, submission of quotes to the customers, plus following up and reporting feedback.

Development and continuous improvement of our production feedback system to our estimating department in order to improve future quotations.

Assist in developing cost estimates to support quoting activities.

Travel is required to customer sites for sales presentations, negotiation of contracts and business development.

Requirements:

Proven track record of technical sales/estimating.

Sales background in the steel fabrication or similar industry with the ability to generate, lead, and follow through RFQ's, quotes and tenders.

Technical knowledge of fabrication, engineering, construction, machining or welding processes would be an asset.

Minimum 5 years experience in estimating for steel fabrication / manufacturing shop.

Experience with best practices used in estimating costs, preparing schedules and preparing competitive tenders.

Experienced in managing customers from award to completion.

Possesses relevant industry knowledge to increase company sales.

Excellent organizational, problem-solving, and written and verbal communication skills.

Strong computer literacy and use of MS Office programs.

Strong selling/negotiation/closing skills.

Preference will be given to those who have experience with fabrication, engineering, construction, machining, welding processes, contract review and negotiations.

If you are a team player and you've got what it takes, please submit your resume in confidence to hr@northernsteelltd.com.



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