



## **TECHNICAL SALES REPRESENTATIVE (OUTSIDE SALES)**

### **Job description**

Duties include but not limited to;

- Selling the full range of corporate products in a competent and professional manner
- Systematic and conscientious coverage of customers in assigned territory
- Demonstration of products to prospective customers
- Presentations to individuals or groups on company products and technology
- Sharing of project information and marketing intelligence with colleagues
- Submission of weekly planning sheet, weekly summary report, expense claim and call reports of sales activity requiring further action

### **Qualifications**

- Post secondary technical education, preferably in instrument, process control or electronics
- Computer literacy and working knowledge of Microsoft Office, especially PowerPoint
- Good people skills
- Good selling skills
- Good organization and prioritization skills
- Good presentation skills
- Previous experience selling industrial instrumentation is desirable but not essential
- Knowledge of ISO 9001 Quality Management System