

## **All-Pro Services Ltd.**

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## **Sales Representative / Account Manager**

All-Pro Services is a CSA certified mechanical, boiler and gas contractor, in Vancouver (BC) area, serving industrial, commercial, military, and government, commerce and academic institutions. From design, engineering and installation to service, inspection and maintenance, All-Pro sets high standards in quality and performance.

All-Pro is looking to hire a **Sales Representative / Account Manager**. The candidate will be focused on developing and maintaining strong relations with new customers, participating in biddings/quotation to successfully promote our products for new businesses opportunities. Required to demonstrate mechanical aptitude, explain technical information and advise clients. The Account Manager is a self-motivated individual with a professional track record of closing sales.

### **Responsibilities:**

- Build solid relationships and develop a strong network to create business opportunities
- Promote our products and services by understanding the complete range of service offerings and the industry/competition in order to develop a sales strategy that meets the needs of the customers
- Create quoting and bidding packages that are complete, accurate competitive, and profitable
- Provide required paper work on time and accurately completed
- Strive to meet or exceed all monthly sales goals set up by the head-office
- Develop and maintain a successful reputation on the market

### **Requirements of the Sales Representative / Account Manager:**

- Excellent sales and communication skills
- Bachelor's degree or equivalent work experience.
- 5+ years of successful sales experience
- Prior experience in Mechanical Industry (Boilers/Gas/HVAC/Refrigeration) and technical sales background
- Proficiency in Microsoft Word, Excel, and Outlook
- Self motivated
- Able to work with little to no supervision

### **Compensation:**

- Base salary
- Benefits after probation period
- Vehicle and Cell Phone Allowance

Please submit your résumé to [Beatrice@all-proservices.ca](mailto:Beatrice@all-proservices.ca).