



Pacbrake – North America’s Tow-Haul Experts™ – is expanding. We are growing revenue by double digit percentages year over year, stealing market share and investing in the future.

We are looking for a [Regional Sales Representative](#) with a passion for the automotive aftermarket industry, building strong dealer relationships, and closing sales to help us continue fueling our rapid growth.

As a member of our Sales Team, you will be responsible for growing our customer base and developing existing customers into high performance dealers.

ABOUT THE ROLE –

As a Regional Sales Representative, you will join an atmosphere of high performance and employee care. We offer base salary plus commission along with a flexible schedule, extended health (vision) & dental, RRSP matching, tuition reimbursement, and fun team building functions like BBQ’s, sporting events, and more.

If you believe in our core values of delivering excellent **Service**, building **Trust**, doing your job with **Enthusiasm**, developing your **Profitability** mind-set, and finding **Solutions** to complex and dynamic business, we want to hear from you!

Visit www.pacbrake.com to learn more about what we do!

WHO YOU ARE –

- ▶ A minimum of 2 years of sales experience
- ▶ Knowledgeable of the automotive aftermarket industry and/or a wrench monkey
- ▶ An excellent communicator with strong presentation skills
- ▶ Strong understanding of solution selling vs. price
- ▶ Able to manage daily activities with minimal supervision
- ▶ A team player with an ability to multi-task
- ▶ A positive individual with excellent problem-solving skills
- ▶ Proficient with CRM packages and Microsoft tools – HubSpot, Word, Excel and Power Point

AS A REGIONAL SALES REPRESENTATIVE, YOUR RESPONSIBILITIES INCLUDE –

- Identify, develop, and close new business opportunities
- Develop current dealers into high performing dealers through upselling and promotion strategy
- Identify and present new products and sales trends within the industry
- Enter orders into the ERP system
- Utilize the CRM to manage customer relationships in a fully transparent way
- Use all sales tools available - including calls, visits, & presentations to convert leads to paying customers
- Develop clear and effective written proposals/quotations for customers
- Plan and organize an individual sales strategy that is in line with the company’s general sales strategy
- Troubleshooting to help customers find solutions [freight problems, expediting, etc.]
- Keep abreast of product applications, technical services, market conditions, competitive activities, advertising, and promotional trends by reading the pertinent literature and consulting relevant departments/sources
- Participate in trade shows and conventions



** The position will require the successful candidate to travel approximately 30-40% of the time in Canada and the US so a valid passport and eligible to travel to the US are mandatory**

A LITTLE ABOUT US —

We are a medium-sized family-owned design and manufacturing company running development projects with international engine manufacturers as well as developing aftermarket accessories for automotive applications.

We develop everything from engine brakes (diesel engine valvetrain), camshafts, solenoids, and vehicle suspension to electrical controllers and phone apps.

We are conveniently located in the Gloucester Industrial Park off the 264th exit in the township of Langley area, BC just blocks away from Highway 1.

WE PROVIDE —

- ▶ Competitive salaries
- ▶ Extended health/dental benefits
- ▶ RRSP matching
- ▶ Tuition reimbursement
- ▶ Flexible schedules
- ▶ Regular company functions
- ▶ Onsite gym

While we are open to candidates with varying levels of experience – the ability to learn, independence/maturity, and a good cultural fit will have major bearing on candidate selection

If your credentials match the above requirements, and you have the dedication and experience to fill this role, we would love to hear from you!

Please submit your resume and cover letter via email to hr@pacbrake.com (as a Word document or a PDF file). Please make sure to include the job title and website (i.e. Regional Sales Representative – www.pacbrake.com) in the subject line of your email, along with salary expectations.

We thank all applicants, however, only those candidates selected for interviews will be contacted.