



WANTED: Sales Representative based in Surrey, BC Canada

We are recognized as a North American leader in design and manufacture of exhaust brakes, intake shut-off valves, engine brakes, as well as air-spring helper kits for light and heavy duty diesel engine vehicles. We are conveniently located in the Port Kells area of Surrey, BC just blocks away from Highway 1, the Golden Ears Bridge, and South Fraser Perimeter Road.

We are currently looking to grow our Sales Team and are seeking an individual with a technical background capable of reaching (or exceeding) sales targets.

The successful candidate will possess a strong track record of opening up new accounts and breaking into new territory. This individual must be a highly motivated self-starter who is not in need of daily supervision and must also be capable of multi-tasking.

Responsibilities of a fitting individual will include:

- Establishing, developing, and maintaining business relationships with current and prospective customers to generate new business for the organization's products
- Researching sources for developing prospective customers and information to determine their potential
- Making phone calls, visits, and presentations to existing and prospective customers
- Developing clear and effective written proposals/quotation for customers by referring to price lists and product literature
- Planning and organizing an individual sales strategy that is in line with the company's general sales strategy
- Supplying management with oral and written reports on customer needs, problems, interests, competitive activities, and potential for new products or services
- Keeping abreast of product applications, technical services, market conditions, competitive activities, advertising, and promotional trends by reading the pertinent literature and consulting relevant departments/sources
- Participating in trade shows and conventions

The following will make you stand out from other candidates:

- Excellent communication and presentation skills
- Knowledge of the automotive components industry
- Ability to provide detailed sales progress reports
- Goal oriented
- Ability to manage daily activities with minimal supervision.
- Be a team player and possess a strong ability to multi-task
- Possess a positive attitude and excellent problem solving skills
- Working proficiency of Microsoft Word, Excel, and PowerPoint
- Must possess a valid passport and be permitted to travel to the US

**** The position will require the successful candidate to travel approximately 50% of the time ****



We offer:

- Competitive compensation
- Excellent benefits
- RRSP matching
- Regular company functions (i.e. BBQ's, bowling, sporting events, annual holiday party, etc.)
- A fun, laid back environment

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

All applications without a cover letter will be ignored – justify how you are a fit for the above.

If your credentials match the above requirements and you have the dedication and experience to fill this role, please submit your resume via email (as a Word document or a PDF file) to hr@pacbrake.com.

Please include the job title and website (i.e. 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.

- Pacbrake Management