



Pacbrake is looking for a [Sales Representative](#) to join our engineering team.

### **ABOUT THE ROLE —**

We are currently looking to grow our sales team. We require support maintaining and growing our customer base and are seeking an individual with a technical background who is capable of reaching (and exceeding) sales targets.

### **WHO YOU ARE —**

- ▶ An individual in search of an opportunity to develop and grow with a very dynamic team
- ▶ An excellent communicator with strong presentation skills
- ▶ Knowledgeable of the automotive aftermarket industry or a “wrench monkey”
- ▶ Goal oriented
- ▶ 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 – Word, Excel, PowerPoint

The position will require the successful candidate to travel in Canada and the US so a valid passport and being eligible to travel in the US are mandatory requirements.

### **AS A SALES REPRESENTATIVE, YOUR RESPONSIBILITIES INCLUDE —**

- ▶ Maintaining business relationships with current customers
- ▶ Developing new customer relationships and business opportunities for the organization
- ▶ Using all the sales tools available – calls, visits, and presentations – to convert leads to paying customers
- ▶ Utilizing CRM to manage relationships with customers in a fully transparent way
- ▶ Developing clear and effective written proposals/quotations for customers
- ▶ Planning and organizing an individual sales strategy in line with the company’s general sales strategy
- ▶ 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

### **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 264<sup>th</sup> exit in the township of Langley area, BC just blocks away from Highway 1.

### **WE ARE PROUD TO OFFER —**

- ▶ Sales commissions
- ▶ Autonomy
- ▶ On-the-job training
- ▶ Travel
- ▶ Direct involvement with management

### **WE PROVIDE —**

- ▶ Competitive salaries (base plus commission)
- ▶ Extended health/dental benefits
- ▶ RRSP matching
- ▶ Flexible schedules
- ▶ Ability to work from home
- ▶ Regular company functions
- ▶ Onsite gym

### **WE VALUE TEAM MEMBERS WHO ARE —**

- ▶ Driven
- ▶ Willing to challenge themselves
- ▶ Motivated
- ▶ Quick to learn
- ▶ Customer focused

*\*\*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](mailto:hr@pacbrake.com) (as a Word document or a PDF file). Please make sure to include the job title and website (i.e. Sales Representative – 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.