

## Industrial Sales Representative Position

With 40 years of experience in the North American forestry and mining sectors, BEP Engineering has built and maintained a solid position as a premier general contractor of mill engineering and industrial designers. Additionally, BEP Industries provides general contracting of installation for Dry Kilns, Pre-Engineered Metal Buildings, Air Barriers, and Dust Suppression Systems. Our team includes expertise in Mill Design, Detail Fabrication, and Installation including site management.

We are looking for a highly motivated and confident Industry Sales Representative to join the team. This is an entry-level position, ideally suited for a recent CTech graduate looking to apply a technical background to a sales position where uncapped earning potential and room for advancement within the company are key points of interest in starting a career path.

Ideally you will exude curiosity and have demonstrated resiliency in achieving your goals. You are accountable and enjoy a collaborative environment with a team centred on a philosophy of thoroughly understanding, communicating, and delivering on project scope. Using your natural and developed practical aptitude you strive to be an integral part of delivering the best technical service solutions for customers.

### Your responsibilities:

- Carrying a monthly quota, secure contracted business by initiating and developing relationships within an existing database and promotion through external social and professional networks
- Using a developed sales process, actively qualify and advance opportunities through a sales pipeline
- Partner with Project Managers and act as a liaison to key stakeholders in maintaining project deliverables
- Prepare sketches/drawings and proposal estimates for presentation
- Actively maintain prospect/client information within the company's CRM/Project Management system
- Attend weekly sales meetings and other company events as planned
- Contribute to company planning for marketing, sales enablement, and project delivery
- Attend industry events, conferences and training sessions as required
- Some travel may be required

### About You:

- You have a background or high interest in the forestry and/or mining industries from a material handling engineering and structures perspective
- Through an empathetic approach your instinct is to understand customer engineering problems and with curiosity be able to qualify and adjust your presentation accordingly in finding the right solution
- Demonstrable ability to read/produce basic design drawings and understand design construct and estimating – Project Management experience is an asset
- You are a relationship builder beyond the client, both internally and externally and are comfortable in meeting and establishing professional rapport with Managers, Maintenance Supervisors, and Plant Engineers
- You have an interest in developing further your abilities in industrial engineering concepts and project scope through drawing formats and delivery methodologies

- You have a growth mindset, you are a problem solver, and view setbacks as learning opportunities not failures
- You are coachable and willing to learn selling skills
- Excellent customer service skills and a working knowledge of Microsoft Office and Outlook

For additional information please visit our website at <https://www.bepengineering.com/>

As the agency assisting BEP Engineering with this search we ask you to please forward your resume with cover letter to [mark@mfgsolutions.ca](mailto:mark@mfgsolutions.ca). Pre-screened applicants will be required to partake in a behaviors/motivators assessment.

No phone calls please. We thank all applicants for their interest however only those selected will be contacted.