



We are hiring! **Service Agreement Advisor, BC Interior**

What You'll Do – The Role

- Achieve monthly and annual service agreement sales goals
- Be flexible and responsive in meeting the requests of our customers
- Accurately complete proposals and tender responses to ensure profitable Service Agreements
- Perform a combination of inside and outside sales with a primary focus on being outside of the office meeting customers, responding to contract maintenance proposal requests, building relationships and developing new business.
- Address all incoming calls and requests for new contracts in your area
- Promote the Company and its products to new and existing customers.
- Sales initiation and follow up to promote and assist customers with new maintenance contract needs.
- Work with accounting for credit approval to set up new accounts
- Assist as needed with entering signed contracts.
- Track all contract quotes and initiate frequent follow-ups. Updates to be tracked and listed on opportunity reports
- Recruit customers for CSA 282 training
- Learn and understand generator maintenance requirements pertaining to CSA 282/Life Safety generators
- Generate and track quotes out of CRM
- Complete customer/contractor prequalification forms along with site pictures or help ensure the completion by others
- Work closely with Service Sales Team and Service Department to enhance offerings and build customer relationships
- Other tasks and responsibilities as may be required from time to time.

What You Need

- Secondary schooling required
- Minimum 3 years relevant inside/ outside sales experience required.
- Ability to build and maintain lasting relationships with our customers and suppliers.
- Present a professional image to the Company's customers and suppliers maintaining the highest ethical standard of conduct.
- Excellent working knowledge of Microsoft Office.
- Travel will be required within the Interior of British Columbia. (automobile required with car allowance)
- In the case of a power outage or declared State of Emergency by any level of Government in British Columbia, be available for work.
- Mechanical aptitude and knowledge of electrical theory and engines would be an asset.

SOUNDS LIKE YOU?? APPLY NOW

A little bit about Us...

Proudly Canadian and respected throughout the industry, we have built our success through expertise, integrity and innovation in providing on-site power generating solutions nationwide. For more than 55 years, our unparalleled reputation for delivering the right generator solution and superior customer service has been built by our loyal Customers. Visit us at www.totalpower.ca to learn more about us.

We offer:

- 100% employer paid medical and dental benefits
- Employer RRSP matching program
- Annual Health/Wellness Spending accounts
- Professional growth & development

Our growth:

As Canada's 1st Choice for PowerGen, our strategic goal is to double in size in the next 5 years. If you want to be part of our success story, join our family and grow with us!

Our culture: Our employees are our biggest asset; their engagement and passion are the key to our success. We EMPOWER them to be ENGAGED!

“Thank you for making this company a very warming and welcoming place to work and do business in.” – Service Manager

Selected candidates with disabilities who require support in the selection process will be accommodated to the best of our ability. Please let us know how we can help.

Only those selected for an interview will be contacted.

No Agencies please.