

Title: Contract Sales Representative

Company: Total Power Limited

Location: Maple Ridge, BC

Job Type: Permanent, Full-Time

Post Date: June 1, 2022

What You'll Do – The Role (Responsibilities)

- Achieve monthly and annual new service agreement sales goals
- Working closely with the Contracts Team and local Branch Management, create, price, send out, track, and follow up on expiring Service Agreements to ensure they are renewed with Total Power
- Perform regular follow ups on new agreements and renewals sent to our customers
- Promote and send out contract renewal upgrade proposals to our customers
- Be flexible and responsive in meeting the requests and the needs 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, following up on Contract renewals/upgrades sent out, building relationships, and developing new business.
- Address all incoming calls and requests for new contracts and contract renewal inquiries in your area
- Prospecting & Promote the Company and its product offerings to new and existing customers.
- Develop processes and organize activities to maximize efficiency and maximize new contract and renewal sales performance
- Sales initiation and follow up to promote and assist customers with new maintenance contract needs and existing contract needs.
- Work with accounting for credit approval to set up new accounts
- Work with local Branch Managers to ensure renewed contracts are at acceptable margins
- Assist as needed with entering signed contracts and signed renewals.
- Utilize CRM to track all new contract quotes, renewal quotes and initiate frequent follow-ups. Other updates to be tracked and listed on opportunity reports and renewal tracking sheets
- Recruit customers and conduct professional presentations pertaining to CSA 282.
- Learn and understand generator maintenance requirements pertaining to CSA 282/Life Safety generators.
- Complete customer/contractor prequalification forms along with site data sheets to help ensure a smooth customer transaction.
- Ensure all company documents are accurate, professional, spell checked
- 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 consistent with the growth and development of the organization and the position.

What You Need (Requirement)

- 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.

- Ensure that you work with others in the Company as a team and communicate in such a way that will avoid problems and disputes, always putting the customer (external and internal) first.
- Excellent working knowledge of Microsoft Office.
- In the case of a power outage or declared State of Emergency by any level of Government, be available for work.
- Mechanical aptitude and knowledge of electrical theory and engines would be an asset

Working Conditions

- Travel will be required within British Columbia, (automobile required with car allowance)
- Valid driver's license and a reliable personal vehicle required.
- Manual dexterity required to use desktop computer and peripherals
- Lifting or moving up to 10lbs may be required

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 60 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.

Our growth:

As Canada's 1st Choice for PowerGen, we've been growing quickly and aim to keep doing so – 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.