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Sales Representative

OTIS CANADA, INC.**Winnipeg, MB, CANADA**Sales and Business Development

Posted 7 Days Ago.

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Join our Team and Leave Your Mark on the World...

For over 160 years, Otis has been dedicated to moving the world by connecting our riders to unforgettable experiences. We are one of the world's largest manufacturers and maintainers of people moving products, including elevators, escalators, shuttle systems and moving walkways - our brand is built on legacy and boldness. Otis employs more than 67,000 employees in over 200 countries and maintains 2 million elevators and escalators worldwide.

If you are looking for a role that combines your drive to succeed with a passion for customers, then we have a great opportunity for you. We are seeking a high energy, motivated sales professional to promote innovative solutions with current and potential customers in the territory area.

As a Sales Representative, you will be responsible for the estimating, promotion, sales and account management of elevator contracts in your area. Your challenges will include building and maintaining customer relationships, achieving or exceeding sales objectives, and serving as technical consultant to customers.

Description

- Manage and develop service sales territory through selling service and maintenance contracts
- Making effective sales presentations
- Educating customers and developing strategic solutions
- Achieving maintenance contract sales objectives through engaging current and new customers
- Retain current Otis maintenance agreements
- Maximize customer satisfaction through prompt and efficient handling of customer inquiries
- Visit job sites to determine scope of prospective job or to check on the status of a current job
- Ongoing account management
- Complete weekly, monthly, and yearly reports
- Performs other duties as assigned

Qualifications

- A University Degree, ideally in Commerce or Engineering, is required
- 1-3 years sales and/or customer service experience; technical sales experience preferred
- Strong interpersonal skills
- Excellent time management and organizational skills
- Ability to manage multiple projects at a time with strong attention to detail
- Strong verbal and written communication skills with the proven ability to establish rapport and maintain relationships
- Proven ability to manage conflict, coupled by the ability to work collaboratively
- Proficiency in using Microsoft Office Suite Applications (Word, Excel, PowerPoint, Outlook)

- A valid driver's license and access to a vehicle

What we have to offer you

- An attractive and competitive remuneration package
- Career development opportunities
- Employee Scholar Program
- Saving plan with company matching plan

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IRON MOUNTAIN, Winnipeg, MB, CANADA

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