

Position: Heavy Equipment Sales Representative

Description

As a JCB Construction Equipment Dealer; Westcon Equipment & Rentals Ltd. has locations in Regina, Saskatoon and Winnipeg to serve our customers. We are proud to serve this thriving industry and be an integral part of growth in our communities!

Awarded the Dealer Service Excellence Award in 2023; we are #1 in all of Canada for Customer Service, Product Support and Development! With a focus on learning and continuous improvement, we are proud to invest in our people. Grow your career with Westcon and be a part of a winning team!

The Opportunity

Westcon Equipment & Rentals Ltd is looking for a knowledgeable and energetic Heavy Equipment Sales Representative to join our team in Regina, Saskatchewan. As the Heavy Equipment Sales Representative, you will have the opportunity to build your customer base in your assigned territory.

Responsibilities/Duties

Expand on existing customer base through cold calls and scheduled calls to customer sites and offices

Meet with customers to address concerns and provide solutions

Implement strategies for growth of sales and rental business

Complete daily/weekly call reports

Participate in industry or promotional events (i.e., trade shows) to create customer relations

Adhere to stated policies and procedures relating to Health and Safety

Account management and new business development experience with revenue responsibility.

Discover sales opportunities through consumer research

Must be willing to travel within Saskatchewan

Westcon offers

Competitive base wage plus excellent commission structure

Company truck, cell phone, laptop & iPad

Employer-matched pension

Extended health care

Dental care

Disability insurance

Life insurance

Vision care

Skills And Abilities

Essential Skills

- Document use

- Oral communication
- Working with others
- Job task planning and organizing
- Computer use
- Continuous learning

Type of Sales Account

- Regional accounts
- Local accounts

Transportation/Travel Information

- Vehicle supplied by employer

Type Of Sales

- Construction

Specific Skills

- Resolve product and service related problems
- Prepare and administer sales contracts
- Identify and solicit potential clients
- Assess client's needs and resources and recommend the appropriate goods or services
- Consult with clients after sale to provide ongoing support

Work Location Information

- Urban area
- Rural community
- Various locations

Work Conditions and Physical Capabilities

- Combination of sitting, standing, walking

Security and Safety

- Criminal record check (abstract)
- Driving record check (abstract)

Products/Services

- Construction materials and equipment

Customers/clients

- Industry
- Domestic governments
- Commercial establishments