



MEARL'S
MACHINE WORKS

MNP
EXECUTIVE SEARCH &
PROFESSIONAL RECRUITMENT

SALES REPRESENTATIVE - COMPRESSORS

KELOWNA, BC

ABOUT MEARL'S MACHINE WORKS

Locally owned and operated since 1976, Mearl's Machine Works in Kelowna, BC is a large-scale machine shop and service expert in pumps, air compressors, drill rigs/supplies, bearings/power transmission products, fabrication/welding, and millwrighting services.

ABOUT THE ROLE

As an authorized distributor for high-quality Kaeser Compressors, renowned for their innovative and efficient compressed air solutions, they are dedicated to serving a diverse range of industries throughout the territory of South-Eastern British Columbia. To continue Mearl's commitment to service excellence and providing innovative compressed air solutions to their clients, they are seeking a talented and result-driven Compressors Sales Representative, motivated to work in a dynamic environment and build a rewarding career in sales.

KEY RESPONSIBILITIES

- Proactively prospecting for new clients and opportunities within the territory, building a robust network within the industrial and manufacturing sectors.
- Effectively managing relationships with existing clients, understanding their needs, and providing exceptional customer service.
- Providing clients with expert advice on Kaeser products and their applications, warranty, and required maintenance.
- Preparing quotations and proposals for clients as well as bids for publicly tendered opportunities.
- Keeping current on industry trends, market conditions, and competition, and adjusting sales strategy accordingly.
- Working collaboratively with other departments to establish quality after-sales support.
- Maintaining accurate and organized sales records and providing regular reports to management.

SKILLS AND QUALIFICATIONS

The ideal candidate for this role has previous experience in industrial equipment sales or service, and a track record of meeting or exceeding KPIs. It is someone who possesses good communication and negotiation skills, and technical aptitude with strong knowledge and understanding of industrial processes and applications (preferably for compressed air or other rotating equipment). Additionally, being a good team player who can work independently but also take direction well, comes with an open mind and values all customers equally, are important traits they are seeking in the new hire.

WHAT'S IN IT FOR YOU

Besides the opportunity to join a fantastic team with a reputable company in the beautiful Okanagan, Mearl's offers competitive compensation (\$60-70k/year base salary plus performance-based compensation), employer paid benefits, RRSP matching, vehicle allowance + mileage, company phone and laptop, product training and professional development. Must be willing to travel the territory for 60-80% of the time and work 1-2 days/week in the Kelowna office.

If you are a self-motivated individual with a passion for equipment sales and customer service, we invite you to apply online today! Please email your resume to petra.tregillus@mnp.ca.