

Inside Bearing and Power Transmisson Sales Representative

Are you ready for a new challenge? Are you a machinery oriented salesperson?

Mearl's Machine Works Ltd. In Kelowna is seeking to add an additional member to our inside sales team.

This position will interest a family oriented, career minded individual who loves working in an ever changing, machinery oriented world.

If the following descriptions sound like you, then Mearl's might be a good fit for your long term career.

If:

- You are comfortable dealing with a busy environment and multiple interruptions on a continual basis while always maintaining a friendly interface with others.
- You have a positive and constructive view of working with others. There will be a high percentage of time spent listening to, understanding and successfully working with a wide range of people from diverse backgrounds to solve problems and achieve "win-win" outcomes.
- You have a desire to convey your sincere interest in your internal and/or external customers. This is a team environment and you will often be the communication conduit between those who plan and do the work and the customer who need a repair or solution.
- You are a service oriented individual and aggressive about growing new business and building your personal success.

The Job Rewards and provides Motivation to those who:

- Have a thirst to learn new things and to continually expose yourself to new challenges that stretch your knowledge base and challenge your ability to innovate and solve problems.
- Value knowledge. You are curious about how things work and why they work the way they do.
- Value practical accomplishments; you seek a return and a sense of accomplishment for your investment of time and energy. You are practical thinking.
- Value a logical approach to your work. You take an organized and planned approach to your own work and the work being done for your customers.

Are these existing Competencies in you?

1. Customer Focus: A commitment to customer satisfaction.

- Consistently places a high value on customers and all issues related to customers.
- Objectively listens to, understands and represents customer feedback.
- Meets all promises and commitments made to customers.

Are these existing Competencies in you?

2. Resiliency: The ability to quickly recover from adversity.

- Continues toward goals in the face of difficulty and adversity.
- Handles criticism and rejection from others with objectivity.
- Recovers quickly from personal setbacks.

3. Interpersonal Skills: Effectively communicating, building rapport and relating well to all kinds of people.

- Demonstrates sincere interest in others.
- Treats all people with respect, courtesy and consideration.
- Respects differences in the attitudes and perspectives of others.
- Listens, observes and strives to gain understanding of others.
- Communicates effectively.
- Develops and maintains relationships with many different kinds of people regardless of cultural differences.

4. Personal Accountability: A measure of the capacity to be answerable for personal actions.

- Accepts personal responsibility for the consequences of personal actions.
- Avoids placing unnecessary blame on others.
- Maintains personal commitment to objectives regardless of the success or failure of personal decisions.
- Applies personal lessons learned from past failures to moving forward in achieving future successes.

5. Goal Achievement: The ability to identify and prioritize activities that lead to a goal.

- Establishes goals that are relevant, realistic and attainable.
- Identifies and implements required plans and milestones to achieve specific business goals.
- Initiates activity toward goals without unnecessary delay.
- Stays on target to complete goals regardless of obstacles or adverse circumstances.

6. Self-Management: Demonstrating self control and an ability to manage time and priorities.

- Independently pursues business objectives in an organized and efficient manner.
- Prioritizes activities as necessary to meet job responsibilities.
- Maintains required level of activity toward achieving goals without direct supervision.
- Minimizes work flow disruptions and time wasters to complete high quality work within a specified time frame.

Are these existing Competencies in you?

7. Teamwork: Working effectively and productively with others.

- Respects team members and their individual perspectives.
- Makes team mission and objectives a priority.
- Works toward consensus when team decisions are required.
- Meets agreed-upon deadlines on team assignments and commitments.
- Shares responsibility with team members for successes and failures.
- Keeps team members informed regarding projects.
- Supports team decisions.
- Recognizes and appreciates the contributions of team members.
- Provides and accepts constructive feedback regarding the team and its members.
- Raises and/or confronts issues limiting team effectiveness.

Job Requirements:

- 2 years Industrial Sales Experience is an asset.
- High school graduation. Some post secondary business education would be an asset.
- Valid BC Drivers license.
- Computer competency is a great asset. Though not required, experience with CAD programs would be an asset.
- The job contains a physical component that the applicant must be able and willing to fulfill as required.

Benefits

- Competitive Salary
- Medical
- Dental
- Life Insurance
- Training / Personal Development Allowance

If reading this description of the needs of the person in the job sounds so much like you, that a picture of you should be on this page, then we'd like to hear from you. A win / win relationship may be in both of our futures.