

Sales Representative – Milton, ON

Job Description:

We are currently seeking an outside sales representative to join our team of skilled professionals at our headquarters in Milton, ON. Klimer Platforms Inc. is an industry leader in powered scaffolding, providing access solutions to the commercial construction industry across Canada and the United States.

- Maintain existing and establish new customer accounts.
- Managing territory within Ontario.
- Project management including but not limited to: managing the sales process, providing quotations, supply through to installation, follow up, customer service.
- Apply innovative, effective project layouts to provide customer with the optimal access solution for their project.
- Record all sales activity through company systems.
- Maintain professional and technical knowledge by attending educational workshops; reviewing professional publications, establishing personal networks and participating in professional societies.
- Supervise and train contractor personnel to install platform systems.

Desired Skills and Experience:

Education and Experience

- Post Secondary Education, Diploma or Degree in Business or related field preferred.
- Four (4) years outside sales experience with a successful track record in construction related field. Industry experience preferred.
- Familiar with and comfortable working with heavy equipment on construction sites, assisting with installation, operation of and training on mast climbing work platforms.

Preferred Qualifications

- Experience in project management, supervisory role, trades preferred.
- Proficiency in Math, MS Office (Word, PowerPoint, Excel).

Skills:

- Strong communication and relationship building skills.
- Understands construction industry and successfully influences decision-makers to maximize sales potential.
- Familiarity with sales process and prospecting skills.
- Strong work ethic, organizational and time management skills.
- Motivation for sales, initiative and results oriented.
- Highly proficient computer skills.
- Excellent interpersonal skills, with the ability to effectively work with others.
- Strong appreciation for excellent customer service.

Remuneration:

- Base Salary plus commission- commensurate with experience.
- Company vehicle provided upon completion of product training.
- Travel and entertainment expenses.

About this company

Klimer Platforms Inc. manufactures sells, rents, and services mast climbing work platforms and transport platforms for the commercial construction industry. Providing access solutions for over 20 years for masonry and concrete restoration, glazing, architectural panel, roofing, waterproofing, EIFS and drywall contractors as well as heavy civil and industrial custom applications.

Klimer Platforms is known for our innovative and creative approach to access solutions. We have worked on many reputable projects in North America including the Canadian Museum for Human Rights, Indian River Bridge Delaware, NASA, Hebron Oil Field, among many others.

We provide installation and dismantle services along with drafting, engineering and project access analysis. Our brand of products include KPM-8 heavy duty mast climber, KlimerLite mid-light duty mast climber, the KTP Transport Platform. Other brands include, HYDEK, SAFI, ALIMAK, and SATELLITE.

We are growing and have been recognized as the safest, most efficient and versatile line of mast climbing work platforms on the market. We are looking for our next team member to join Klimer at this exciting time!

Please submit your resume to careers@klimer.com

We thank you for your interest, however, only those selected for an interview will be contacted.