



## **SEGO INDUSTRIES INC.**

<https://www.sego.ca/>

Highly reputable water systems and service company serving the wholesale distribution market offering an excellent career opportunity. Great support and training.

### **INSIDE TECHNICAL SALES REPRESENTATIVE**

**Edmonton, Alberta**

#### Primary Duties and Responsibilities:

- **Priority to provide Technical Support to existing customers and solve water problems**
- Highly relational environment; Service and Solution focussed; Excellent people skills
- Develop, nurture and maintain close working relationships with the decision-makers in the assigned markets including consultants, operator/maintenance and contractors
- Develop and maintain close working relationships with the Operations Manager for Segos's represented products including providing market intelligence and quote preparation
- Identify, qualify and secure sales opportunities for Segos's represented products
- Update and maintain internal sales tracking system on a regular and frequent basis
- Assist in developing yearly sales forecasts
- Promote Segos's products at regional trade shows
- Training support provided

#### Education, Skills and Qualifications

- Experience in water conditioning preferred; water systems experience definite asset
- Strong consideration for experience in plumbing, hot water heating, water well drilling &/or service, Instrumentation, electrical controls, wastewater systems knowledge, Certification with Canadian Water Quality Association; CET a definite asset
- Preference for service/sales in water pumps and assigned products
- Effective communication skills both verbal and written
- Great problem solving skills and ability to implement solutions
- Attention to details and computer skills
- Highly motivated; self managed; high integrity
- Ability to work both independently and with a team

#### Position details:

Start Date: Immediately

Compensation: Competitive salary based on experience, benefits and performance bonus

License: Class 5 required, travel may be required after 1 year

Closing Date for Resumes: December 7,2018

Qualified applicants ONLY should submit Resume and 3 references to Head Office of SEGO INDUSTRIES INC. to:

**Email: [humanresources@stranville.com](mailto:humanresources@stranville.com)**