

Position:

Technical Sales Representative (Calgary)

Employer:

KPrime Technologies Inc.

Contact:

E-mail: resumes@kprime.net

Web: www.kprime.net

About the Company:

KPrime Technologies is a vibrant young company whose priority with all its activities is customer satisfaction. We are a contract sales and service organization that brings value to the partners we represent by enhancing their sales and service coverage. Our partners include Agilent Technologies, Metrohm, Sartorius, Smiths Detection and Elementar.

We are the largest chromatography sales and service provider in Western Canada with active local sales and support services throughout Canada and select areas in the United States.

Our clients include various environmental service labs, refinery labs, government research facilities, university research labs, pharmaceutical and biotech labs, healthcare facilities and a wide range of analytical laboratories.

In addition to a wage based on education and experience, we offer a comprehensive benefits plan and reimbursement of expenses. A base salary will be complemented with a structured sales commission.

Details:

As a KPrime Technical Sales Representative, you will be part of a dynamic sales team that includes KPrime and Agilent. In this critical sales role, you will utilize your expertise to manage various accounts across Southern Alberta.

This opportunity will include supporting academic, chemical, oil & gas, forensic, food, and environmental accounts, as well as all three levels of governments. You will be expected to sell Agilent chromatography and mass spectrometry solutions and to proactively develop and implement a successful sales strategy to exceed quota. As an integral team member, you will focus on acquiring new customers while maintaining and growing the existing installed base of customers.

The individual will exhibit exceptional interpersonal skills, superior oral and written communication skills, and a demonstrated capability to work independently. A strong understanding of analytical instrumentation and previous sales experience would be an

asset. This position will be based in our Calgary head office. The successful candidate will report to the Business Manager – CMS.

- You must possess a valid driver's license and a vehicle
- Some training and meetings may take place outside of Canada. Having a valid passport is desirable.
- Anticipated start for this position is April, 2018.

Education

- BSc in a Science discipline (advanced degree preferred)

Experience

- Experience or theoretical knowledge of chromatography is required
- Hands on experience with GC, HPLC and LC/MS would be desirable
- Experience in the lab environment would be an asset – environmental, forensic, oil/gas or university preferred
- Should possess very good communication skills (spoken and written)
- Ability to multi-task and to be very organized is essential
- Good follow-up skills are required
- Must be able to work in a team environment

Duties

- Prepare sales quotations – both budgetary and formal
- Prepare bid proposals in conjunction with Inside Sales people and Sales Specialists
- Be a strong proponent of a consultative selling technique
- Update and keep current the CRM
- Assist with service contract sales and help to maintain a service contract sales funnel for the assigned territory
- Keep your service personnel and administrative personnel updated with information pertinent to them completing their roles
- Develop knowledge of a sales territory that would include customers' organization, budget cycle, funding sources, applications, etc.
- Develop a sales coverage plan that would detail how you plan to cover the assigned sales territory to achieve the assigned sales quota
- Work with Sales Specialists to achieve common sales quotas
- Work with the Inside Sales people to ensure optimization of your selling time
- Keep current with new products, new applications and developing new customers
- Gather and/or create technical information for presentation to customers

- Find answers to technical questions about instrumentation for customers
- Prepare sales presentation materials
- Participate and provide feedback in monthly sales forecast meetings
- Participate in sales training – both sales and product – when and where necessary. This could be in your office via internet, in a KPrime location or at a manufacturing site
- Participate in outbound marketing activities as necessary
- Assist with and design marketing tools as necessary
- Be responsible to submit all required forms (ie. expenses, forecasts, etc.) within the specified time windows

Frequent overnight travel (30%) may be required.

Compensation Plan

- KPrime Technologies is a pay for performance organization and all positions within the organization have some performance measure associated with its compensation
- As a minimum, the base pay comprises 70% of the target compensation, with sales commissions making up the difference to 100% of the target compensation.
- Target compensation is defined as the sum of the base pay + commissions earned for 100% quota performance of all assigned quotas.

Please ensure that your cover letter/resume details how your experience relates to the duties of this position.

Application Procedure:

Application by e-mail only; subject line of e-mail should be “Outside Sales – Calgary”. Only those who qualify for an interview will receive an acknowledgement. Candidates sending resumes by mail, fax, or making requests by phone will not be included in the selection process.

Application Deadline:

April 18, 2017. Position may close sooner if a suitable candidate is found.

As a condition of employment, the successful candidate will be required to consent to employee screening checks. These may include, but are not limited to: criminal record check, verification of employment history, verification of academic credentials, and verification of identification.