

**Position: System Sales Representative – Fire Alarm, Bison Fire Protection Inc (Winnipeg Branch) (Full-time, Permanent)**

**The Company:** Bison Fire Protection Inc., through its fire extinguisher/automatic suppression, automatic sprinkler and alarm divisions, delivers a full offering of superior-quality fire protection products and services to a broad range of organizations via its branches in Saskatchewan, Manitoba and Northwestern Ontario. Our professional, highly trained staff have the capacity to ensure our customers have a complete and fully functional fire protection system that will ensure a smooth and continuous flow of business.

**Position Summary:** Under the direction of the Fire Alarm/Electronic Systems Manager, this role entails high activity sales prospecting and qualification of new sales and service opportunities through a concentrated focus on accounts coming out of warranty, vertical markets and/or geographic territories. This role sells “New fire alarm systems”, specialized products, migrations, parts and services to end users and wholesalers. The role will include being a product/service specialist that supports customer (Wholesalers, electricians and engineers) needs through problem solving and instructions on proper use of products. This role will follow through the entire sales process, ensuring the project is quoted, sold, serviced and completed in a satisfactory manner for the end user. Liaison between all departments, inside and external resources to satisfy new sales opportunities is expected in order to achieve assigned sales targets which will be provided by the Fire Alarm/Electronic Systems Manager on an annual basis. The System Sales Representative is expected to be actively involved and participate in a variety of civic, professional and industry related organizations, workshops, seminars or business development opportunities while representing the company in a positive and professional manner.

**Position Responsibilities:**

- Pro-actively sells new systems and migrations, products, parts and services
- Pro-actively performs needs assessments, develop sales proposals, quotations, estimates and related functions
- Presents proposals, quotations and estimates to customers and closes the sale opportunity in a timely manner
- Maintains a high level of customer service and follow up
- Provides assistance in resolving any customer service or installation issues, co-ordinates with the Operations Manager and Service Co-ordinators
- Provides assistance in A/R collection of customer accounts as required
- Prepares & submits accurate & thorough sales activity reports and forecasts as directed by the Fire Alarm/Electronic Systems Manager
- Prepares & submits accurate expense and administrative reports as directed by the Fire Alarm/Electronic Systems Manager
- Prepare and present new products and services to new and existing customers
- Must satisfactorily complete all mandatory company compliance certifications and safety training by the assigned deadlines
- Must be willing to train and learn new product lines and processes as required
- Must be willing and available to travel on business as required
- Must attend and participate in all safety, service and general staff meetings as required

**Performance Expectations:**

- Sales targets and expectations are outlined annually and provided under separate cover by the Fire Alarm/Electronic Systems Manager
- Must demonstrate effective salesmanship and negotiation skills
- Must properly manage customer sales relationships with prompt customer service, timely cost quotations and follow up as required
- Must display problem solving and conflict resolution abilities

**Knowledge, skills & education requirements:**

- Minimum education requirement: Grade 12
- Additional education requirement: post-graduate level at a technical college or university level in business or marketing or have a combination of practical industry experience and training in fire detection or security
- Must have a financial aptitude and be detail oriented for the preparation of reports, sales quotations and other administrative activities
- Must have effective sales closure and negotiation skills

- Must have proficient computer skills and be willing to learn new software programs and processes as required
- Must be able to maintain an effective level of self-motivation and be goal oriented
- Must have a minimum 3 to 5 years industry experience with technical aptitude and expertise in fire protection industry
- Must have ability to multi-task and work effectively with minimal direction or supervision
- Must be flexible and able to adapt easily to schedule changes
- Must be an effective problem solver with good organization and time management skills
- Must have and maintain a valid Manitoba Drivers' License and clean driving abstract
- Must present a professional image, attitude & behaviours at all times when dealing with customers, vendors, other service providers as well as fellow staff members
- Must have effective verbal and written communication
- Must demonstrate effective people skills and positive team player attitude

We offer competitive compensation and an excellent benefits package.

Please submit resume in confidence, by March 16, 2018 to: [irehill@bisonfire.com](mailto:irehill@bisonfire.com). Due to the high volume of resumes received only the most qualified candidates will be contacted. We thank all applicants for their interest.