

Position: Sales Representative – Preventative Maintenance Agreement, Bison Fire Protection Inc (Winnipeg Branch) (Full-time, Permanent)

The Company: Bison Fire Protection is committed to providing superior services and products for our customers. Since our establishment in 2001, Bison Fire Protection has grown rapidly to help meet the fire protection needs of our customers. We began as a fire extinguisher and automatic suppression provider, and have since grown into a full-service fire suppression business which includes fire alarm and automatic sprinkler systems. We are now looking to enhance our current team of sales professionals.

Position Summary: This position will be responsible for selling “Preventative Maintenance Agreements” (PMA) to new and existing customers.

- -Identify new PMA opportunities in all vertical sectors including but not limited to commercial, industrial, mining, apartment blocks, hotels, restaurants, and kitchens.
- -Responsible for growing Bison’s customer base and developing sales plans.
- -Identifying, pursuing and communicating leads, opportunities and quotes.

Position Responsibilities:

- -Responsible for developing strong and collaborative working relationships with division managers, region managers, sales reps, and technical staff delivering the services.
- -Establish contact with potential buyers of service contracts by scheduling sales calls, following up of leads and utilizing marketing strategies.
- -Determine customer needs and develop a sales strategy to gain customer understanding of company service offerings.
- -Close sufficient sales to meet sales plan objectives.
- -Conduct building surveys to support the development of estimates.
- -Maintain correct and complete records of all sales related activities.
- -Submit all required sales reports, expenses, competitive activity and correspondence in an accurate and timely manner.
- -Develop a positive ongoing relationship with customers, to ensure their requirements are being met to ensure long-term customer loyalty.

We offer competitive compensation and an excellent benefits package.

Please submit resume or CV in confidence, by October 1, 2018 to: Ryan Kirkland at rkirkland@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.