



PROMAC

Position: Outside Sales Representative

Department: Engineering and Sawmill Value Streams

Reports to: Engineering Value Stream Leader – General Manager

Job summary:

This position shall have accountability for outside sales in alignment with the Promac Core Values and both Engineering and Sawmill Value Stream strategic objectives.

Posting date: March, 2020

Pro Mac Core Values:

All employees of the company embrace and incorporate the following values in our daily work activities:

- Make employee safety, well-being and skill development a priority.
- Strive to continuously improve all aspects of our business.
- Work to earn and maintain customer loyalty by exceeding customer expectations.
- Provide value to our customers through innovative solutions.
- Stand behind our products and services.
- Be a part of an accountable, engaged, and diverse team that treats each other with mutual respect.
- Company profitability is a key to our success

Value Stream Strategic Objectives :

The team member will be measured on the achievement of the strategic objectives of the company and the value stream, specifically:

- Focus on being the preferred full-service equipment repair and innovative solution provider for industry
- Focus on continuing to improve and expand our sawmill part product offering and machinery solutions
- Expand geographical sales base
- Build on customer relationships
- Achieve revenue and profitability objectives
- Grow this family owned business beyond its current roots to be an industry leader

Job Specific Responsibilities:

- Generate quote requests and sales of equipment, repairs and parts for sawmills, pulp mills, and other industrial operations
- Generate new business and build new sales networks
- Build on customer relationships
- Provide input on marketing materials, sales process, webpage and online promotions
- Accountable for sales and contribution margins of value stream
- Collaborate with production staff as required to meet job specifications and delivery
- Ensure design accuracy to meet needs of sales order and be available for questions
- Ensure that sales orders and job orders are clearly documented and well communicated to the design team
- Liaise as necessary between manufacturing services staff and customer with respect to orders.
- Follow up with customers after delivery of order
- Develop leads in the field for future sales opportunities
- Keep abreast of industry changes
- Support and re-establish existing or previous customer relationships
- Expand geographical sales base over a one year timeframe
- Achieve revenue and profitability objectives
- Provide input on marketing materials, sales process, webpage and online promotions
- Contact customers by phone, email and site visits
- Provide shop with all information to complete projects in an efficient manner
- Review purchase orders to confirm delivery expectations
- Monitor projects to ensure conformance to customer requirements
- Maintain adequate files and Global Shop CRM

Job Requirements:

- Industry experience in sawmill, pulp mill or other industrial operations
- Outgoing, personable and self-driven
- Ability to travel
- Better than average written and spoken communication skills



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Qualifications/Education/Experience could include or be a combination of:

- Certification with ASTTBC or ASET
- Engineer or Engineering Technologist or equivalent
- Red Seal Tradesman
- Saw Filer
- Millwright
- Maintenance Manager or planner
- Purchasing Manager
- Technical Sales Rep

 ENGINEERING

 EQUIPMENT

 SAWMILL

TEL: 250.746.5181 | 1.800.665.5405 | FAX: 250.746.4799
2940 Jacob Road, Duncan, BC V9L 6W4 | www.promacgroup.ca