

Technical Sales Representative

BioXtra Labs Inc. is an industry leader in the design and manufacture of botanical extraction and distillation equipment and serves a global customer base. We deliver cost effective, one-stop processing solutions for transformation of cannabis from plant to extract and extract-in-fused products. We are now experiencing rapid growth that creates exciting opportunities for dynamic and outgoing individuals to join our sales team.

Job Duties

- Research and identify potential clients, proactively connecting with new customers, evaluating prospects, and maintaining relations with existing customers.
- Regular client contact/visit, consult with clients to assess and understand their equipment needs and systems requirements.
- Prepare responses to RFP (request for proposals) and RFI (request for information).
- Understand product roadmap, and know how to communicate in a pre-sales environment.
- Make technical presentations and demonstrate how a product meets client needs.
- Close and grow sales through professional communication with existing and potential clients.
- Working with sales coordination and administration teams to prepare proposals/quotes, and to process customer orders.
- Analyze costs and sales, prepare reports and keep customer records.
- Work on after-sales support services and provide technical back up as required.
- Assesses competitors by analyzing and summarizing competitor information and trends; identifying sales opportunities.
- Attend and participate in trade shows, conferences and other marketing events.
- Recommending manufacturing improvements to meet specific customer needs, help in the design of custom-made products.

Job Requirements

- Secondary (high) school graduation certificate, or Diploma, certificate/training in sales, business, Mechanical Engineering, Business, or related fields is preferred.
- Machinery/Equipment sales experience and/or sales of technical products and services is preferred.
- Professional communication, negotiation and presentation skills (both verbal and written).
- Strong technical writing skills with experience in preparing technical sales presentations and proposals.
- Excellent sales and customer service skills with a proven ability to explain technical products to non-technical audiences.
- Ability to apply engineering, technology, or other related principles to product sales.
- Great at building rapport, friendly, outgoing, and enjoy engaging with new people via phone, email, and on social media.
- Experience using Microsoft Office.
- Valid passport with the ability to travel national and international.
- Bilingual (second language) is an asset.

This is a commission base position with much of the scheduling being driven by yourself.

We offer competitive salary and benefits. Qualified CANADA & USA candidates should email their resume and cover letter to: info@bioxtralabs.com.

We thank all applicants for their interest, however only those candidates selected for interviews will be contacted.

<https://www.bioxtralabs.com>