



August 24, 2020

Career Opportunity

Garaventa Lift has a long-standing reputation as a world-class manufacturer specializing in LU/LA elevators, home elevators, and platform wheelchair lifts. Our passion is in creating an accessible world by developing and distributing products which promote barrier-free access for all!

Currently, we are seeking a full-time technical sales professional in British Columbia (**Garaventa Lift BC Office in Maple Ridge**) to join our dynamic sales team.

Technical Sales Representative (F/T Permanent)

Position Summary

We are looking to hire a Technical Sales Rep for British Columbia who has a proven record of market-winning strategies. This includes developing relationships with key architects, builders, and specifiers of our products. As elevators and lifts are a mechanical product, we are looking for an individual who has experience in technical sales, and is able to work through the entire technical design process with potential customers.

The role also requires working closely with our Project Management Team to ensure projects go smoothly from specification to installation. This role will report directly to the BC Sales Manager.

Responsibilities

- Sales of elevators and lifts for residential construction
- Generation and management of leads, opportunities, orders and contracts to meet sales budgets
- Meet and educate architects, contractors and home owners about elevators and lifts (face to face, and web format)
- Develop and maintain relationships with new and existing customers
- Create and present accurate estimates and proposals
- Participate at trade shows and events



Qualifications

- 5 Years technical sales experience
- Prior knowledge of the elevator/lift industry will be an added advantage but not required with proven sales track record
- Bachelor's Degree
- Experience in the construction industry
- Ability to read and understand architect plans and specifications
- Experience with contract negotiations.
- Eager to develop new business
- Excellent communication and organizational skills
- Self-starter, willing to work independently
- Computer competency (Microsoft Excel, ERP Software, etc)
- Travel within assigned territory with occasional overnight travel
- Valid driver's license required

We Offer:

- Base salary, plus sales based commission
- Medical & Dental benefits
- RRSP Benefits

Interested candidates should respond by emailing a resume and cover letter to:
gurbinder.chahal@garaventlift.com

