

Technical Sales Representative

Lee Specialties Ltd designs and manufactures pressure control equipment, production logging tools, logging system and related equipment for the cased-hole wireline service industry.

Established in 1999, Lee Specialties Ltd now employs more than 125 people at our Red Deer, Alberta facilities, which means we have doubled our employees since 2009. We proudly serve both the national and international markets and are currently expanding our facilities into the USA with the opening of our new sister company, Lee Specialties (USA) LLC. We employ the gamut of vocations from skilled tradespeople to professional and are looking for out of the box thinkers to join our growing staff.

The best and most talented people form the Lee Specialties Ltd. team. Together, we make the innovations come alive. We are seeking a **Technical Sales Representative** to join our growing team.

JOB SUMMARY:

The Technical Sales Representative will interact with customers on a regular basis to maximize the opportunity of sales, while keeping the best interest of the company and customer in mind.

RESPONSIBILITIES:

- Identify and make contact with potential clientele
- Interface with customers to assess their needs and provide creative solutions
- Prepare quotations to meet customer requirements
- Track progress of current bids and quotes
- Initiate customer follow-up on a regular basis
- Assist with the development of product specifications
- Liaise with Research and Development and Production teams to provide sound solutions for customers
- Ensure sales activity is tracked properly and is up to date at all times
- Assist with other communications and/or sales and marketing functions where required

QUALIFICATIONS and Experience:

- University degree or college diploma in Engineering or Engineering Technologist
- Experience in preparing sales orders
- Capability to make sales involving hi-tech engineered products and a knowledge of wireline logging equipment
- Must be detail focused, self-motivated and team orientated
- Must have superior time management, organization and interpersonal skills

Apply:

Please provide cover letter, resume, and references with attention to Human Resources

Mail: Lee Specialties Ltd.
7739 Edgar Industrial Way
Red Deer, AB, T4P 3R2
Canada

Email: hr@leespecialties.com
Fax: (403) 347-3312

Walk-ins welcome. Please come prepared with the appropriate documents.