



## **Job 201201-5 : Canada-USA sales representative with experience in heavy equipment**

DENIS CIMA F has two important subsidiaries, each one dedicated to specialized heavy equipment: Awassos, for the forestry mini-skidders, and Fethos, for the industrial land clearing prime movers. The chosen candidate will promote the products of these two companies in both Canada and the US.

### **Responsibilities:**

- Promote Fethos products to customers related to the industrial land clearing industry;
- Promote Awassos products to private lot owners, associations, forestry cooperatives and other customers involved in low impact forestry;
- Provide first technical support to customers;
- With the marketing director, select and participate in relevant trade shows;
- Provide transfer of customers' comments and suggestions to the development team;
- And sell!

### **Human skills sought:**

- Good mood;
- Good communication;
- Impeccable presentation;
- Customer-oriented attitude;
- Orderly and efficient;
- Enjoying team playing (communication, flexibility);
- Availability to travel on a regular basis;
- Eager to learn;
- Comfortable in a small business;
- Ability to handle pressure (yeah, that happens here too).

### **Technical skills:**

- Technical experience in heavy equipment (maintenance, support);
- Experience in products representation, ideally in heavy machinery or hydraulic attachments;
- Knowledge of the industrial land clearing and of the industries where it is used (energy transmission, oil/gas/mining, civil engineering, etc...);
- Excel, Word, PDF, Internet, emails;
- Impeccable English written and spoken skills;
- Knowledge of French, Spanish and/or Portuguese, written and spoken, an important asset;
- Knowledge of any other language, written and spoken, an interesting asset as well;

### **Location:**

- Office work: at our plant in Roxton Falls, QC, Canada (1h East of Montreal city);
- Representation work: every nook and cranny of Canada and the US.

### **Conditions:**

- Base salary depending on experience + sales commissions + expense account;
- Or, sales commissions only, at candidate's preferences.

### **Other notes:**

- We support the principle of equal opportunities in employment and encourage people from target groups to apply;
- Applicant must be authorized to work in Canada;

### **Applicants are invited to contact:**

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