



**Job Title:** Technical Salesperson

**Department:** Sales Department

**Reports to:** Managing Director

**Date Prepared:** January 2017

McCloskey International leads the screening and crushing industry with a complete line of equipment including: cone, jaw and impact crushers, vibrating screeners, trommels and stacking conveyors. Our line is used in a wide range of industries which include aggregates, landscaping, infrastructure and road building, construction and demolition, mining, waste management and recycling.

McCloskey International is seeking a sales oriented individual with a strong knowledge of materials processing equipment to support and improve our growing sales.

**Duties & Responsibilities:**

- Provide technical support to customers;
- Work with customers to find which equipment would suit their needs;
- Deliver ongoing communication to individual dealers updating them with new product applications and technical knowledge, assist with customer visits;
- Work with engineering and production staff to facilitate machine modifications when needed to suit customers' needs;
- Provide technical training as required to customers;
- Facilitate a flow of information between customers and inside sales support at all times;
- Develop a deep understanding of our product lines, and evolving customer needs;
- Keep up to date with competitor's products and offerings;
- Document, track, monitor, measure and follow up on all customer inquiries;
- Participate in trade shows set up and manning booth;
- Complete any special projects as required. May be assigned to other areas of Operations, based on business or customer requirements;
- Work in compliance with all Administrative, Health & Safety policies and procedures as per legislative requirements and as outlined in Company policies.

**Qualifications:**

- Ability to plan, organize and manage large-scale projects, sales plans and initiatives to increase business;
- Previous sales experience in the materials production and handling industries;
- Strong mechanical skills required;
- Strong interpersonal skills to assist in the development of customer relationships;
- Outstanding communication, both written and oral;

- Strong team building skills;
- Strong customer service skills;
- Fluency in other languages an asset.

*In return for your contributions, we offer an environment that supports and recognizes your professional growth. In addition, we provide competitive compensation, including group benefits and a retirement savings plan.*

*Please note: The above statement reflects the general details considered necessary to describe the principal functions of the job identified and shall not be considered as a conclusive description of all work required in the job.*