



ERP SALES REPRESENTATIVE - BILINGUAL

Are you looking for an exciting challenge? We have the job for you! **EC Solutions Inc.** is currently searching for an ERP sales representative to add to their sales department.

We have an opening for an ERP sales representative in order to contribute to EC Solutions' success in selling ERP systems. Your role will be to identify new sales opportunities for our ERP solutions with potential new customers as well as within our existing customer base. The candidate must have experience in ERP solutions sales, be looking for new challenges and have a few years of experience in the manufacturing sector. The candidate will be based in Laval and will have to cover the province of Quebec.

EC Solutions' team members distinguish themselves by their commitment to guide their customers towards the achievement of their business goals. Renowned for their years of experience in operational processes, their adaptability to change, the quality of their training, implementation and integration of technical solutions, the professionals at EC Solutions provide successful implementations.

YOUR MISSION

In close collaboration with the sales and marketing team, the representative would be under the president's responsibility. The candidate would be **responsible** for the following:

YOUR RESPONSIBILITIES

- Solicit potential customers by interacting with the key members of the staff (including senior executives) on the phone and by email
- Develop and maintain business relationships in the industry
- Great ability to understand customer's needs, evaluate current methods and processes, recommend improvements and suggest efficient solutions based on our ERP system.
- Document sales forecasts and opportunities in our customer relationship management system (CRM)
- Give presentations in front of potential customers, quotes, follow-ups on mandates and negotiate new contracts
- Achieve personal and professional development by acquiring a good knowledge of our industry as well as of our products and services.
- Offer a professional service that reflects our company's values and reputation at all times
- Traveling required across the province

☎ 450.681.0123 📠 450.681.6055 ✉ 3200 Autoroute 440 est, Laval, Québec, H7T 2H6





YOUR EXPERIENCE

- A minimum of 5 years of experience in sales
- A minimum of 3 years of experience in the manufacturing industry
- Good knowledge of business processes

YOUR ABILITIES

- Leadership, creativity, team spirit, thoroughness and organization
- Autonomy and initiative
- Great communication, networking, negotiation and interpersonal relationship abilities
- Good writing, analysis and synthesis aptitudes
- Priority management
- Resourceful and decisive
- Bilingual (French&English)

AT EC SOLUTIONS INC. we offer;

- A salary and commission plan as well as a generous social benefits program
- An opportunity to work in an environment where challenges are numerous
- A dynamic and collaborative workplace
- Stimulating social activities
- A growing business with career opportunities
- A responsive management team

☎ 450.681.0123 📠 450.681.6055 ✉ 3200 Autoroute 440 est, Laval, Québec, H7T 2H6

