



NOW HIRING: Sales Representative – Eastern Ontario and Quebec

Silver Top Supply is seeking highly-driven sales representative who is customer centric and enjoys working on a team with the best in class industry experts. This person who we seek will learn and work with the most advance aggregate, and refuse technologies Trimble Navigation has to offer. Silver Top Supply is focused on providing the best in class payload systems for aggregates and refuse industries.

Silver Top Supply – A Division of SITECH Mid-Canada Ltd. have closed the gap in being able to provide integrated products, technology solutions, and services and support all from one source. Mine sites, gravel pits, concrete and asphalt plants as well as the construction job sites will all benefit from partnering with our vertically integrated technology solutions and professionals.

The refuse industry where public safety and liability concerns underlay a trend towards more enforcement of overloading regulations is also an opportunity to promote weigh scales and telematics solutions.

The Sales Representative will be responsible for the following:

- Maintaining and growing assigned Territory – Eastern Ontario and Quebec
- Presenting technical sales presentations
- Continued sales support of existing clients ensuring a high level of customer satisfaction
- Maintain positive communications with customers before, during, and after/post sales
- Assisting Support staff in the Implementation of technology products purchased by our customers
- Provide presales and post sales technical knowledge
- Being able to provide minor on-site service and repair when required, not afraid to get your hands dirty.
- Attendance at trade shows and industry related functions as required.
- Maintaining the CRM and pipeline reporting
- Most importantly, work with the best team in the industry

Key attributes required in this position:

- Preferable 5 years of experience in the construction, aggregate, or waste industry
- Must be able to communicate effectively both orally and in writing in English and French
- Aptitude for computer related technology
- Customer Focused - Finely tuned customer sales skills
- Strong time management and prioritization skills
- Strong achievement drive
- Must be computer literate
- Prefer knowledge of construction, aggregate, or waste industry.
- Willingness to learn about the products we sell.
- Positive, sales-oriented personality.
- Business-like, professional appearance for the aggregate and waste industry.
- Team player - excellent interpersonal skills and positive personality



Preferred Skills:

- Preferred experience in telematics devices
- Familiarity with aggregate or waste processes.
- Willing to travel within assigned territory
- Electronics troubleshooting skills

If you are a high energy, self-motivated individual who thrives in a team-oriented environment, customer service focused environment who works well under pressure and possess strong leadership skills, please submit your resume by email in confidence to:

Contact: Silver Top Supply
mclarke@silvertopsupply.com