

## EMPLOYMENT OPPORTUNITIES AT SHRED-TECH

### **Processing Technical Sales (Western Region)**

#### **Position Description:**

Foster and develop relationships at appropriate levels within the account to achieve sales growth targets and secure both new and existing business opportunities. Experience evaluating a particular customer need or problem and selling a complete system solution to satisfy that customer's need. Travel will be required for trade shows and customer visits.

#### **Qualifications:**

##### **Education:**

- Technical College Diploma or higher; CET or P.Eng diploma
- Computer skills, including Auto CAD

##### **Experience:**

- Previous experience selling Shredders and related processing systems (5+ years)

##### **Other Requirements:**

- The candidate must possess experience selling shredders and complete systems designed to process a product or material
- Provide input into trade show selection and other marketing initiatives
- Prepare cost estimates, proposals and sales presentations
- Provide input into product development and specifications
- Cultivate, manage and develop customer relationships
- Provide technical support
- Coordinate product testing
- Engineering assistance
- Product specifications
- Must hold a minimum of Ontario Class G driver's license
- Must hold or be able to obtain a valid passport.

If you are interested and qualified for the above position, please send your resume to [resumes@shred-tech.com](mailto:resumes@shred-tech.com) or fax to (519) 621-9001. Please indicate in the subject line which position you are applying for.

We are committed to diversity and inclusion, and thank all applicants in advance; however, we will be corresponding only with those selected for an interview. We will accommodate the needs of qualified applicants under the Human Rights Code in all parts of the hiring process.

Updated: January 7, 2019