

## **Job Listing: Full-Time Sales Representative – SANY Construction Equipment**

**Company:** Équipement Essentiels

**Location:** 88 ch des Fabriques, L'Ange-Gardien, QC J8L 0A9

**Territory:** Ottawa/Gatineau

**Position:** Full-Time Sales Representative

**Industry:** Heavy Equipment Sales (SANY Construction Equipment)

### **About Us:**

Équipement Essentiels is a leading provider of **construction, landscaping, and agriculture equipment**, proudly carrying the SANY line of machinery. We pride ourselves on delivering exceptional service, reliable equipment, and tailored solutions to our customers.

### **Role Overview:**

We are seeking a dynamic and motivated **Sales Representative** to join our team. This position will involve both in-store and on-the-road sales responsibilities, connecting with customers, understanding their needs, and delivering tailored equipment solutions.

### **Key Responsibilities:**

- Actively promote and sell SANY construction equipment to a wide range of customers.
- Develop and maintain strong relationships with clients, providing exceptional customer service.
- Spend time both on the road visiting customers across the Ottawa/Gatineau territory and in the store assisting walk-in clientele.
- Identify and pursue new business opportunities to grow sales.
- Provide product demonstrations and ensure customers understand the value of SANY equipment.
- Stay informed about market trends and competitors.
- Collaborate with the team to meet and exceed sales targets.

### **Requirements:**

- **Bilingual (French & English)** – Strong verbal and written communication skills in both languages.
- Proven experience in **sales** and **heavy equipment** (construction or similar industry).
- Excellent interpersonal and negotiation skills.
- Self-motivated with strong organizational and time-management abilities.
- Valid driver's license and willingness to travel.

### **What We Offer:**

- Competitive salary and commission structure.
- Supportive team environment with opportunities for growth.
- Access to top-quality SANY construction equipment and resources.

**How to Apply:**

Send your resume and a brief cover letter to [lucd@equipementsessentiels.com](mailto:lucd@equipementsessentiels.com) with the subject line: **Sales Representative Application – [Your Name]**.

**Application Deadline:** January 31st, 2025

Help us make an impact in the construction equipment industry!