



Subsidiary of Federal Signal Corporation

WHO WE ARE:

Joe Johnson Equipment (JJE) is the leading distributor of mobile infrastructure-maintenance equipment for municipalities and contractors across Canada, US and Chile. Through our branch network, we sell, rent, lease, service and support Vacuum Trucks, Refuse & Recycling Collection Vehicles, Street Sweepers, Snow Removal Equipment, Mowing Equipment, Ice Resurfacing Equipment, Sewer Cleaners and Inspection Cameras.

JJE is a dynamic and growing organization, focused on maintaining an Employer of Choice culture that is committed to providing challenging and rewarding career opportunities. JJE employees enjoy competitive compensation packages, robust group benefits and an opportunity to grow professionally within a supportive, team-oriented and stable work environment.

JJE is a proud subsidiary of Federal Signal Corporation.

TECHNICAL SALES AND RENTALS SPECIALIST

LOCATION: Edmonton, AB

POSITION TYPE: Full Time

POSITION SUMMARY:

This role will be focused on advising customers and internal team members of product and service solutions relating to high pressure parts sales and rentals. Facilitating and supporting sales quotations; rental estimates; delivery of work and providing product knowledge and continuous customer development by following up with clients to see how current installations are working and to offer additional services and products.

POSITION REQUIREMENTS:

- Diploma in Mechanical Engineering, related discipline or relevant industry, technology or sales experience
- 2+ years' in sales or in a technical occupation associated with water-blasting equipment (high pressure parts), related accessories and applications (parts and pumps)
- Strong understanding of high pressure technology
- Ability to analyze sales and rental options and make customer recommendations based on analysis
- Experience in a customer service oriented position
- Strong interpersonal and communication skills
- Ability to meet deadlines and manage workload
- Proficient with computers including Microsoft Office programs
- Valid driver's license with a clean abstract



705.733.7700



jjei.com



705.733.8800



info@jjei.com



2521 Bowman St. Innisfil, ON L9S 3V6

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POSITION RESPONSIBILITIES:

- Identify key customer requirements and needs including accurate parts selection, sales and rental estimates and product availability
- Support, facilitate and promote sales and rentals solutions to existing and potential clients in alignment with internal processes
- Prepare and provide product and rental estimates and agreements and sales quotations and contracts to customers
- Provides updates on the status of orders to customers
- Source solutions and provide technical expertise related to high pressure parts and accessories
- Follow up with customers to ensure customer satisfaction and expand business opportunities
- Know and understand the Company's' product line
- Maintain and update customer data
- Provide quality customer service to our external and internal customers

WHY JJE?

- Competitive compensation package with annual increase opportunities
- Robust and fully paid Group Benefits package
- Opportunity to grow professionally
- Educational allowance
- Factory training opportunities
- Safe work environment

If you are looking for a new opportunity, then we at Joe Johnson Equipment welcome your application. We encourage applications from all qualified persons, however only those who are being considered for the position will be contacted.

If you are contacted for an interview and require any accommodation, please notify HR in advance and we will provide applicable accommodation.

HOW TO APPLY

Please send a cover letter and resume to Human Resources

Close Date: September 21, 2017

Email: careers@jjei.com

Fax: 1-888-362-3806

Mail: 2521 Bowman Street, Innisfil ON L9S 3V6



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