
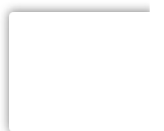


Technical Sales Representative (Entry Level) Montreal, QC

Administration, Administration publique locale et régionale, Autre, Biologie, Chimie de l'environnement et des bioressources, Commerce électronique, Finance, Génie des systèmes électromécaniques, Génie électrique, Génie mécanique, Gestion des technologies d'affaires

 KEYENCE CANADA INC.

 1 Avenue Holiday, East Tower , Suite 501 Pointe-Claire, QC, H9R 5N3



Job description

WHO WE ARE / COMPANY OVERVIEW

· Founded in Japan in 1974, Keyence Corporation has grown to become a leading player in industrial automation technology, serving more than 300,000 customers in 110 countries around the world.

Keyence has grown into an efficient global network of 230 direct sales offices in 46 countries, with annual sales of \$6 billion and 8,961 employees worldwide.

Keyence Canada was established in 2004. We have offices in Mississauga, Montreal and Windsor and are actively recruiting to further cultivate existing markets to continue to grow our business.

At KEYENCE, we support a wide variety of manufacturing facilities with the best automation technologies in the world. We are not satisfied with offering the best technology in the world, in fact, we know that the key to our success is our highly qualified direct sales service.

KEYENCE's goal is to respond to its customers' requests in the most professional way through its sales and technical support service.

THE CURRENT OPPORTUNITY (KEYENCE CANADA – SALES REPRESENTATIVE/JOB DESCRIPTION)

The position of Technical Sales Representative at Keyence Canada is the best opportunity for you to learn app-based consultative selling. We have a training and mentoring program in place that will equip you with the knowledge and skills you need to succeed.

At Keyence Canada, our sales professionals work in a highly professional, fast-paced office, averaging two days a week, while three days a week, they visit manufacturers in a sales territory.

We consult face-to-face to solve customers' critical applications in quality control, reliability, research or design. Because Keyence products are highly technical equipment, you will receive training to deepen product and application knowledge and follow our proactive sales process to ensure successful consultation.

Responsibilities and Duties

To provide technical consulting to customers to solve their applications using Keyence products in a variety of industries.

Choose and suggest the right company or service for the implementation of the solution.

Visit customers 3 days a week and sell products and services to a wide variety of manufacturers.

Coordinate a sales strategy and contribute to the prosperity of the territory.

Work directly with customers to understand their business operations and provide face-to-face consultations to add value to their organization through the implementation of KEYENCE products.

Demonstrate flexibility to adapt to customer requirements and challenges.

Other tasks or projects, as required.

Informations sur le poste

Type d'emploi

Temps plein

Domaines

Administration, Administration publique locale et régionale, Autre, Biologie, Chimie de l'environnement et des bioressources, Commerce électronique, Finance, Génie des systèmes électromécaniques, Génie électrique, Génie mécanique, Gestion des technologies d'affaires

Région

Montréal

Salaire offert

0 \$ / an

Publié

8 novembre 2024

Expérience

Aucune

Niveau de scolarité exigé

Formation pré-universitaire DES DEP DEC, etc., Formation universitaire

Fin des candidatures

30 décembre 2024

Documents complémentaires

↓ NEW-Technical-Sales-Representative-French-2023

Informations sur l'employeur

Nom de l'entreprise

KEYENCE CANADA INC.

Job requirements

Excellent presentation and oral and written communication skills.

Baccalaureate. (Engineering is an advantage)

Ability to listen and respond proactively to customer questions and requests.

Goal-oriented and rigorous work with a desire to make a measurable contribution to the success of Keyence Canada.

Desire to improve through our intensive training, mentoring, committed management, and proactive, process-driven sales approach.

Willingness to travel 60% of the time, including the ability to travel overnight.

Must have their own vehicle and a valid driver's license.

Bilingualism (French as a first language/English) for positions in Montreal.

Why work at Keyence?

Recognized by Forbes World's Top 100 as the « Most Innovative » Company 8 years in a row.

Keyence has an internal promotion culture that recruits only entry-level candidates.

Competitive Compensation – Opportunity for annual compensation of \$80,000 to \$95,000 in Year 1

Health coverage for you and your family. Medical, dental and vision care.

2 weeks vacation

Paid closure period from December 25th to New Year's

Eve PAID training (3 months) and development program.

Fully paid

travel expenses Group RRSP plan after 1 year at Keyence

Excellent work-life balance – hybrid

work mode Potential salary: Base Salary + Bonus

Additional Information

This position requires the ability to lift and transport 30-90 pounds of vehicle demonstration equipment to the customer with or without assistance. The candidate must be able to go to factories of all kinds in terms of cleanliness, temperature and/or noise. The candidate will also have to follow safety standards in the office and at clients' homes, including wearing safety equipment when necessary.

Keyence Canada is an employer that provides equal employment opportunities for all without regard to race, religion, colour, place of origin, descent, citizenship, nationality, ethnic origin, national origin, age, sex, pregnant or not, family status, sexual orientation, gender identity, criminal record (as defined in human rights legislation), status as a veteran or enlisted in the armed forces, political opinion, language spoken, social status, civil status or any other characteristics protected by law. If, for any reason, you are unable to complete the online application, fax your request to 905-366-1122.

Photos



