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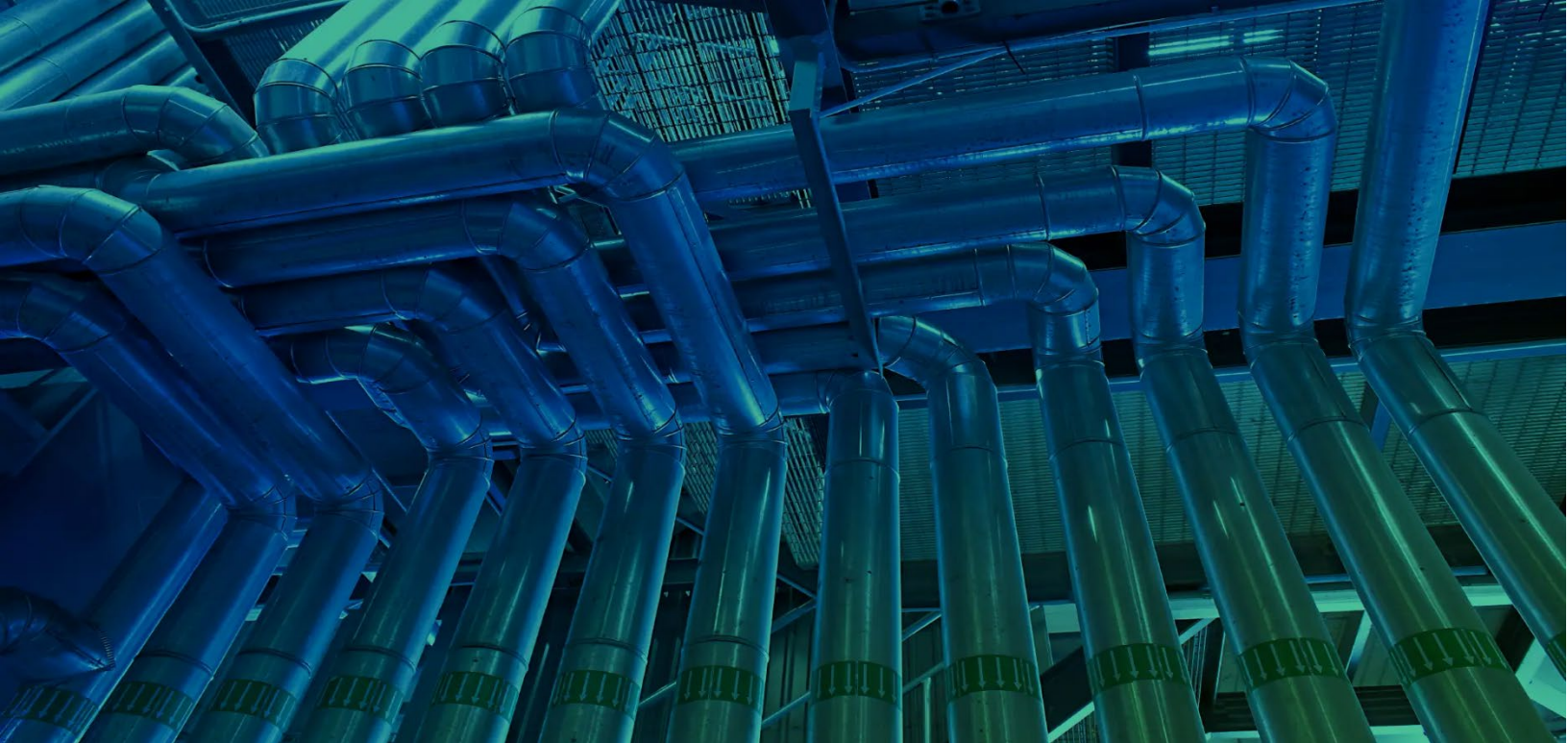
MONTREAL



Opportunity Profile

Inside Sales Representative

Location: Calgary



About Zimco

Founded in 1978, Zimco is a privately-owned, leading instrumentation solutions supplier in Western Canada. Zimco represents over 20 globally acclaimed manufacturers and is a premier supplier of pumps, thermostatic flow control valves, gauges, and specialty instrumentation to the oil and gas completion & production, petrochemical refining/processing, laboratory & research, wastewater management and industrial & equipment manufacturing sectors. Zimco is based in Calgary with sales and customers across Western Canada.

As a family-owned business, the company places utmost importance on honesty and integrity, and strives to provide unparalleled customer service while taking great pride in being an established measuring instrument supplier in the industry.

Inside Sales Representative

Over the past few years, Zimco has experienced impressive growth and success and is looking to add an Inside Sales Representative to their growing team. The Inside Sales Professional will report to the General Sales Manager and will work collaboratively with the broader team as a technical resource. This position will appeal to someone who enjoys a “team-based” approach in a fast-paced environment. Zimco is committed to the success of its employees and provides opportunities, resources and support for professional growth.

Key Responsibilities

- Provide exceptional customer service.
- Process customer orders from inquiry to order completion.
- Daily follow-up on customer orders and backorders.
- Set and achieve monthly sales goals and targets.
- Maintain new and existing accounts by building positive ongoing relationships.
- Monitor customer satisfaction and provide prompt and professional solutions as required.

- Participate in manufacturer and internal product training to continually develop technical knowledge as a resource for your customers.
- Participate in marketing events, trade shows, and customer presentations.
- Promote and sell company products & services to customers through company value proposition.
- Source and order products from suppliers to meet customer deadlines.
- Troubleshoot customer issues and provide solutions.

The Person

- 2-year technical diploma preferred.
- Preferably 5+ years working in the oil & gas industry.
- Highly motivated individual with a customer-first attitude.
- Capable of working in a fast-paced environment with multiple concurrent project demands.
- Ability to build and maintain strong relationships with customers as a trusted partner.
- Efficient and able to drive activities to completion in a timely manner.
- Proficient in working with ERP systems, Microsoft Office suite, and databases.
- Some level of technical and mechanical background and understanding both instrumentation and pumps is considered an asset.
- Exceptional relationship-building skills with customers and teammates.
- Reliable and trustworthy. Work as a team to build best practices and continually improve processes.
- Strong sense of urgency, drive, and ambition.
- Exceptional active listening skills and able to adapt sales approach to match customer communication styles.
- Excellent communication skills, both verbal and written.
- Coachable and adaptable to company methods of lead generation, follow-up, and customer maintenance techniques.
- Team player who works closely with peers to leverage individual strengths.
- Learn and adapt quickly to new ways of working and identifying opportunities for development.
- Legally able to travel on occasion to USA and within Canada for product training at manufacturer sites.

Compensation

A competitive compensation package will be provided. Further details will be discussed in a personal interview.

Express Your Enthusiasm

Please email a convincing cover letter and tailored resume (PDF or Word document only) to **Chelsey Howarth** at **calgary@leadersinternational.com** indicating the job title in the subject line of the email.

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