

Leaders

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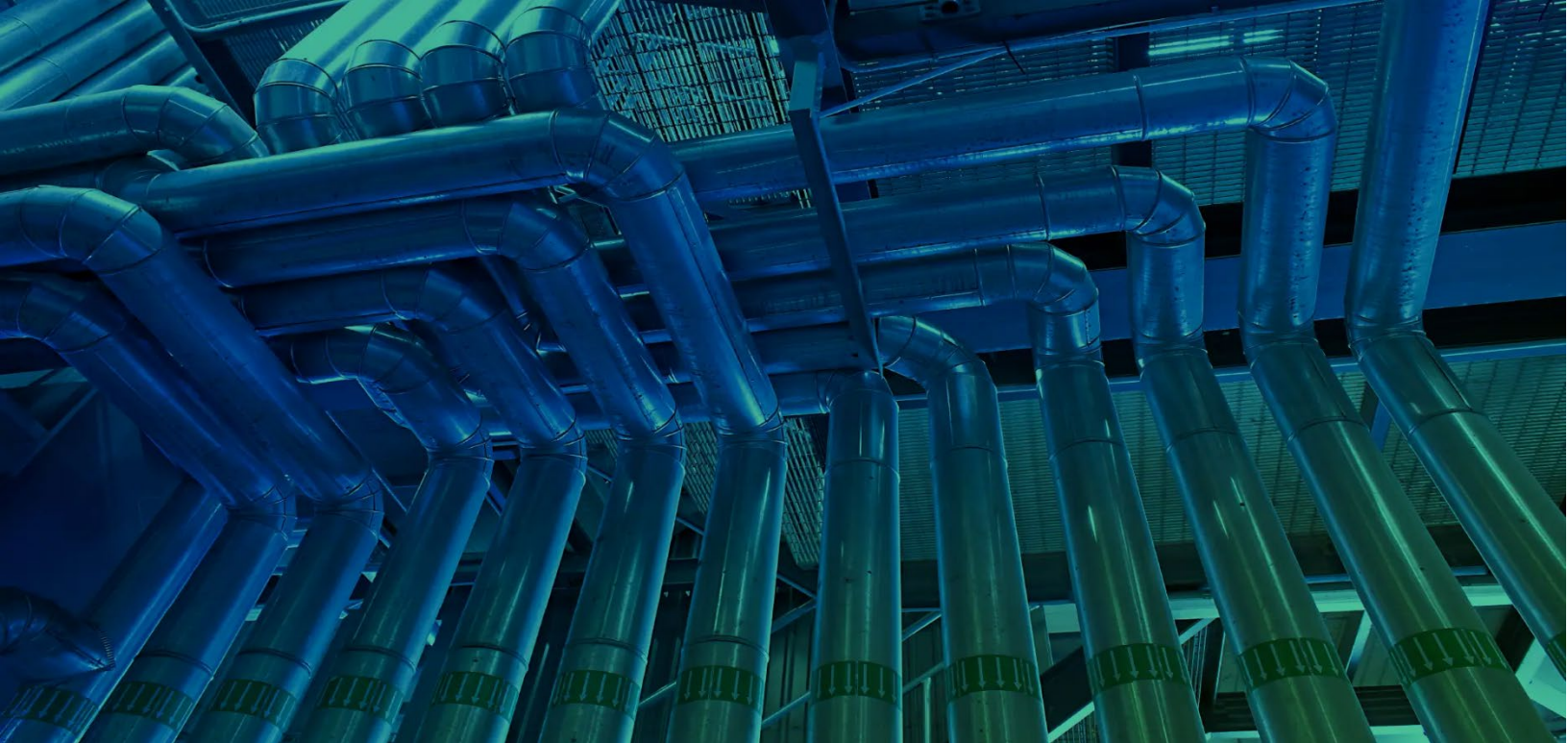
MONTREAL



Opportunity Profile

Outside Sales Representative

Location: Edmonton



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 the utmost importance on honesty and integrity, striving to provide unparalleled customer service while taking great pride in being an established supplier of measuring instruments in the industry.

Outside Sales Representative

Reporting to the General Sales Manager (Calgary based), the Outside Sales Professional will be responsible for servicing existing clients while looking for opportunities to expand Zimco's current geographical footprint and sales efforts to new markets. As this role is based out of Edmonton, the Outside Sales Professional will work independently (remote) while contributing to the broader sales team to meet corporate goals and objectives. The Outside Sales Professional will be instrumental in ensuring the company continues to be leading edge in terms of product applications and performance so they can increase their market position over time. This position will require daily travel within Edmonton and the surrounding areas with occasional overnight stays throughout the defined region.

Key Responsibilities

- Explore and generate new business relationships.
- Develop and implement strategic business plans to achieve revenue and budget goals.
- Work independently while contributing to team goals.
- Build strong relationships with both customers and teammates.

- Negotiate and close new sales agreements.
- Establish and maintain a comprehensive client list, call on potential and current customers to increase sales and grow market share.
- Identify and interpret current market information and trends to identify potential sales opportunities and product development needs.
- Provide technical support for customers.
- Represent the company at trade shows, marketing events, and industry groups to promote brand visibility.
- Attend training courses.
- Create timely customer call reports.
- Ensure sales, budget, and revenue goals are met.

The Person

- Post-secondary degree or technical diploma is considered an asset.
- Minimum 5+ years of oil and gas industry-related product sales experience.
- Some level of technical background and mechanical aptitude is necessary.
- Extraordinary interpersonal skills, with the ability to adjust to various personality traits.
- Independent, organized, and strong time management and problem-solving skills.
- Proven ability to exceed sales targets and a track record of lead generation success.
- Proficient in CRM tools, Microsoft Office Suite, and virtual platforms.
- Legally able to travel outside Canada for training purposes.

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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