



## Technical Sales Representative – Geotechnical Materials Testing - Oakville, Ontario

### Opportunity Overview

If you have a passion for engineering, construction, materials testing research, continuous learning, and helping people find solutions for complex needs then this is an opportunity for you.

Our team of technical sales representatives work with customer to match scientific monitoring and testing solutions to their materials testing needs.

### Company Overview

Hoskin Scientific Limited, for over seventy-five years, has been a proven supplier of testing and monitoring instrumentation across Canada. With offices in Vancouver, Edmonton, Oakville, and Montreal we focus on focus on three major markets: Environmental Monitoring, Geotechnical & Materials Testing, and Test & Measurement Instrumentation.

### Requirements/Skills:

- Curious, focused individual with a passion for learning and new technologies
- Working knowledge of the materials testing and related construction and research sectors as well as the various customers and subsectors is a definite asset.
- Post-secondary education in a related discipline would be a definite advantage: civil or mechanical engineering.
- Proven customer relations or proven sales experience with success matching customer requirements to a broad array of product and service solutions.
- Ability to present and communicate in a professional manner.
- Possess excellent verbal and written communication skills in English
- Must be organized with good time management skills.
- Possess proven analytical/problem solving solutions for the customer and the company.
- Computer proficiency in Windows, CRM and Microsoft applications is an asset.
- Possess strong negotiation and closing skills.
- Must be self-motivated and able to work independently and in a team environment to meet or exceed goals.

### Major Responsibilities:

- Supporting, selling to and servicing the consulting, construction and research sectors in Ontario.
- Continuously updating customers on new products.
- Providing solutions to customers' needs
- Drive sales and find customer solutions both in person, virtually and by phone.
- Other duties as assigned.

We offer a competitive remuneration package and a full range of benefits. Salary is commensurate with education and experience. Interested candidates should send their resume in confidence to:

**E-MAIL: [slewis@hoskin.ca](mailto:slewis@hoskin.ca)**