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# Technical Sales Representative

**Posted by:** Troton

**Location:** Brampton

**Salary:** \$37.62 Per Hour

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## Job Details

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**Job ID**

NCJ5920026

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**Posting Date :** 06-May-2025

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**Expiry Date :** 02-Nov-2025

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**Education :** Bachelor's Degree or equivalent

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**Language :** English

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**Vacancies :** 1

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**Years of Experience :** 5 years

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**Job Type :** Full Time

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## Job Description

**Location:** 42 Wentworth Ct., Suite 8, Brampton, Ontario, L6T 5K6

A Technical Sales Representative at Troton in Brampton, ON, is responsible for selling Troton's wholesale products, including chemicals and chemical products or automotive parts, as indicated by the job descriptions. They would need to understand the technical aspects of the products to effectively communicate their benefits to customers, assess their needs, and develop

tailored solutions. Key tasks would include promoting sales to existing and new clients, identifying potential opportunities, and resolving product-related issues.

### **Key Responsibilities:**

#### **Client Interaction:**

- Identifying and soliciting potential clients.
- Assessing client needs and resources to recommend appropriate products or services.
- Building and maintaining strong relationships with existing and new customers.

#### **Sales and Marketing:**

- Overseeing preparation of sales and orders.
- Promoting sales to existing clients and developing new business.
- Developing and implementing marketing strategies.
- Developing reports and proposals to illustrate the benefits of products or services.

#### **Technical Expertise:**

- Providing technical expertise and support to customers.
- Understanding product specifications and applications.
- Resolving technical issues and providing solutions to customers.

#### **Market Analysis:**

- Studying market research and trends to understand consumer demand and competitor activity.
- Analyzing market conditions and adapting strategies accordingly.

### **Qualifications and Skills:**

- **Education:** Bachelor's degree or equivalent experience.
- **Sales Experience:** 5 years' proven experience in technical sales or a related field.
- **Technical Knowledge:** Understanding of chemicals, chemical products, and/or automotive parts.
- **Communication and Interpersonal Skills:** Excellent communication, presentation, and interpersonal skills.
- **Problem-Solving Skills:** Ability to identify and resolve customer issues and technical challenges.
- **Computer and Technology Skills:** Proficiency in MS Office Suite, database management, and other relevant software.
- **Language:** Proficiency in English; able to communicate in Polish language is an asset.

#### **Work hours:**

- 35 hours a week.

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To apply for this job vacancy, please send your resume along with a cover letter and a reference letter from your previous employer to the following email: [info@tronto.ca](mailto:info@tronto.ca)

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