

ABOUT US:

Smartrend Manufacturing Group (SMG), Inc., established in 2004, is a leading supplier of customer-specific engineered parts and assemblies for transportation industries and general industrial applications. In 2018, First Light Safety Products (FLSP) was created as a tradename under SMG, to pioneer self-contained illuminated safety products for the pupil transportation industry. In the years since FLSP has emerged as the market leader for Illuminated School Bus Signs and Fully Illuminated Stop Arms and pursued exclusivity over its products and technologies through considerable investment in proprietary know-how and patent protection.

SUMMARY:

The **Sales Representative** for First Light Safety Products is a motivated and talented individual that thrives on prospecting and closing business. You must be an extrovert, have a 'go-getter' mentality, and be skilled at interacting with people. The **Sales Representative** will work from First Light's head office in Winnipeg, Canada. The territory of the position includes several states within the USA.

DETAILED DUTIES AND RESPONSIBILITIES:

- Research and prospect for new business, primarily targeting school districts, school bus dealers and school bus parts distributors
 - Cold calling via phone
 - Product demonstrations – online and in-person
- Demonstrate products, explain features, benefits, and solicit orders
- Overcome technical and business objections of prospective customers
- Goal of aggressively opening and growing new accounts
- Plan your schedule inclusive of call time, presentation time, and travel time, to meet sales goals
- Build and maintain customer relationships by delivering an extraordinary customer experience
- Become a subject matter expert on our products
- Track sales progress via web-based applications and prepare reports
- Update company CRM daily
- Participate in industry tradeshow and professional events

KNOWLEDGE, SKILLS, AND ABILITIES:

- Degree or certificate in Sales, Marketing, Business Administration, or relevant field
- Proven work experience in inside and/or outside sales or a sales related position
- Excellent interpersonal skills, communication skills, problem-solving and presentation skills
- Proficient with CRM software and Microsoft office programs
- Customer focused attitude with excellent negotiation skills
- Strong organizational skills
- Proficient with Microsoft Word, Excel, Outlook, and PowerPoint
- Fluent in French would be considered an asset
- Valid driver's license with a good driving recordAvailability to travel as needed
 - 4 weeks of travel to the USA is required every quarter, travel can be divided in 2-3 trips

Share with us your talent, drive, and entrepreneurial spirit and we will provide a creative and supportive environment, where valuable contributions are rewarded and celebrated with professional growth, job satisfaction, and an attractive total compensation program as follows:

- Base salary of \$50,000 to \$70,000, depending on experience
- 3% Commission on all sales within the defined territory
 - Commissions are uncapped
- Group Insurance Plan with Health Spending Account
- Paid Vacation
 - Includes company paid shutdown from Christmas to New Year

We would like to thank all applicants who apply, however, only those selected for an interview will be contacted.