



NOWHIRING: Construction Technology Consultant (New Brunswick & Eastern Quebec) (Ontario GTA) & (Northern Ontario & Quebec)

3 Positions Available

SITECH® is a global distribution network for Trimble solutions, the most reliable and rugged mining and construction technology systems available to the heavy civil construction contractor, Mining Companies and Large scale Hydro, Road & Rail Contractors. The experienced construction professionals at our SITECH Mid-Canada dealership provides:

- Local customer service and sales
- Installation services
- Personalized training
- Technical support
- Professional Services
- Support Agreements

SITECH Mid-Canada Ltd. is Canada's largest dealership for Trimble construction equipment. Our team at SITECH Mid-Canada understands how to apply Trimble technology to effectively solve some of the biggest challenges customers are facing on the construction site. SITECH Mid-Canada helps civil engineering and construction customers leverage technology systems for their entire fleet of heavy equipment and survey needs. We are the local experts for construction technology.

SITECH Mid-Canada is seeking highly-driven person who is customer centric and enjoys working with the best in class industry experts. This person who we seek will learn and work with the most advance construction technologies Trimble Navigation has to offer. Along with the state of the art technologies and solutions, this Sales Technology Consultant (Sales Representative) will drive customer success in; machine control, site positioning systems (GPS and Robotic Total Stations), office and field engineering and management software, along with telematics/analytics systems. The Construction Technology Consultant will be responsible for the following:

Sales Role and Responsibilities

- Maintaining and growing assigned Territory – (New Brunswick, and Eastern Quebec) (yet to be defined) (Ontario GTA) and (Northern Ontario/Quebec)
- Presenting technical sales presentations
- Continued sales support of existing clients ensuring a high level of customer satisfaction
- Maintain positive communications with customers before, during, and after/post sales
- Assisting Support staff in the Implementation of technology products purchased by our customers
- Provide presales and post sales technical knowledge
- Maintaining the CRM and pipeline reporting
- Most importantly, work with the best team in the industry



Key attributes required in this position:

- ***Fluent in English and French***
- Minimum 2 years sales experience in the construction industry
- Aptitude for computer related technology
- Must be able to communicate effectively both orally and in writing
- Customer Focused - Finely tuned customer sales skills
- Strong time management and prioritization skills
- Strong achievement drive
- Must be computer literate
- Prefer knowledge of construction and/or survey industry.
- Willingness to learn about the products we sell.
- Positive, sales-oriented personality.
- Business-like, professional appearance.
- Team player - excellent interpersonal skills and positive personality

Preferred Skills:

- Preferred Post-Secondary degree in Geomatics, Engineering, Construction Management and/or Electronics
- Preferred Experience with manual and robotic Total Stations, GNSS Real Time Kinematic (RTK) and wireless technologies
- Familiar with surveying theory and construction field work
- Familiarity with Construction processes and technologies
- Willing to travel within assigned territory
- Electronics troubleshooting skills

If you are a high energy, self-motivated individual who thrives in a team-oriented environment, customer service focused environment who works well under pressure and possess strong leadership skills, please submit your resume by email in confidence to:

SITECH Mid-Canada Ltd.

Sales@sitechmidcanada.com