



Wide-Format Graphics Media Sales Representative – Southern Ontario

We are searching for a driven, self-starter and energetic sales professional to join the Cansel Sales Team's Wide Format Graphics Media segment in Ontario. The successful candidate should feel confident identifying opportunities, solving problems, and satisfying needs to ensure customer satisfaction. We are looking for someone to ensure revenue and market growth through cold calling and prospecting potential customers throughout your territory.

In this role, you will:

- Search for and establish new clients who could benefit from company products or services and maximize customer potential in designated regions
- Fully prospect all potential clientele within sales territory
- Develop new and maintain existing long-term relationships with customers
- Make technical presentations and demonstrations that provide solutions to the client's needs
- Calculate customer proposals as well as negotiate and close sales by setting/agreeing on terms and conditions
- Offer continual support and consultative services
- Update & maintain customer contact data in company CRM software (Salesforce)
- Prepare Territory and Customer budgets, sales plans and strategies
- Support marketing activities by attending trade shows, road shows, conferences and other marketing events as required
- Liaise with other members of the sales team and other technical experts within the company
- Present a professional and positive company image at all times
- Be customer-facing and active in the field up to 80% of the time

About you:

- Positive, can do attitude
- Self-starter with a strong work ethic
- High energy, results-oriented
- Able to identify and forge partnerships with related potential partners
- Previous Sales Experience and knowledge or experience in the WideFormat Graphics Business an asset but with the right personality and drive not necessary
- Highly proficient organizational skills

How to Apply:

Please send your resume to Simran Bahia at simran.bahia@cansel.ca

Why choose Cansel?

For over 50 years Cansel has helped organizations in the engineering, surveying, construction, mining, architecture, manufacturing, printing, utilities, forestry, and government sectors measure, analyze, design, and build more efficiently and profitably. Cansel's national team of professionals combine software, hardware and services to provide tailored solutions to improve your workflow, from field to finish. For more information, visit us at www.cansel.ca

Cansel offers a competitive compensation package, Flexible health and dental benefits, and more. With us, you will have unbeatable career potential in an industry-leading organization consistently expanding its horizons through ongoing acquisitions of businesses and new products.

We are unique, innovative, and always deliver to our customers, so it only stands to reason that we want unique, innovative, and service-oriented individuals on our team – that's where you come in. If you identify with the opportunities and challenges of this role and want to discuss what you bring to the table, apply today and pursue excellence with Cansel, your way.

Cansel is proud to be an equal opportunity employer and of the broad diversity of its employees. All qualified applicants will receive equal consideration for employment regardless of race, ethnicity, religion, gender, gender identity or expression, sexual orientation, disability, or age.