

Elite Valve



Come join us! If you would like to be part of a rapidly growing, customer-centric organization that strives to deliver world-class customer service...we want to hear from you.

Elite Valve Career Opportunity

Outside Sales Specialist



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elitevalve.com

Outside Sales Specialist

“ At Elite Valve, you get to work with a group of enthusiastic and vibrant people, passionate about what they do; you’ll find yourself enjoying your work.

The collaborative work culture and advancement opportunities at Elite Valve allow you to create a work-life balance while still getting ahead at work. You are in a constant state of learning. ”

Jenny Dathu
Administrative Assistant

About Elite Valve

Elite Valve is a Canadian valve manufacturer of high-quality process valves that meet the demanding needs of industries including mining & mineral processing, pulp & paper manufacturing, water & wastewater treatment, and biofuel refining. We provide engineered solutions to address the critical needs of specific applications to ensure long lasting, reliable operation, which increases productivity and profitability.

At Elite Valve, we strive to deliver world-class service and support by providing excellent customer service with fast response times for quote requests, application support and technical inquiries. We are also a member of AWWA and co-author of the AWWA manual of water supply practices, M72, for the selection and operation of knife-gate valves.

Elite Valve is an ISO 9001 registered company.



Outside Sales Specialist

The Role

Elite Valve currently has an exciting career opportunity in **Ontario, Canada**, for a dynamic, experienced, and knowledgeable **Outside Sales Specialist** to join our team.

This role includes **managing, supporting, and developing sales** to Distribution Partners, OEMs, and end users in the province of **Ontario**.

The successful candidate will **deliver technical sales support** and help **improve customers' process efficiencies and reliability** by providing process valve solutions. The ability to **understand a customer's needs** and requirements will be the key to succeeding in this role.

This is a **critical role in the continuing growth of Elite Valve** and an **extensive knowledge of industrial valve products** as well as experience in the **consultative sales** process is required. This position **requires travel and face-to-face interaction** with customers and distributors.

Why Elite Valve?

At Elite Valve, our diverse and enthusiastic team fosters a positive, and friendly work environment. We have a customer-centric culture and are focused on business development and sales growth. You will receive the training, support and tools needed to help achieve success!

Elite Valve offers a competitive remuneration plan including base salary plus commission, as well as an employee health benefits plan, and employer matched RRSP contributions. As a member of the sales team, the successful candidate will be included in the business mileage expense program and provided with a company laptop and phone.

Key Responsibilities:

- Achieve sales targets and sales activity goals for a defined territory
- Manage and develop relationships with new and existing customers
- Support, develop, and manage distribution sales channels in the sales territory
- Identify opportunities in the market and develop sales strategies for target accounts
- Work with consultants and engineers to ensure Elite Valve is included in project specifications
- Provide a high level of customer satisfaction and service
- Provide effective and timely responses to customer requests and queries for technical information, pricing, delivery, and service
- Follow-up on outstanding quotes and opportunities in a timely manner
- Attend industry trade shows and exhibitions when required
- Organize and conduct in-person product training presentations on-site

Outside Sales Specialist

- Provide feedback to management regarding customer needs, application requirements, competition, and market trends
- Perform all tasks in a safe and professional manner

Requirements:

- Excellent understanding of the sales process and the ability to close sales at all levels of an organization
- Technically minded, with a broad knowledge of industrial process valves
- Independent, motivated, and driven to seek out new sales opportunities
- Strong desire to provide excellent customer service and support
- Organized, efficient, with good time-management skills
- Professional, punctual, and detail orientated
- Ability to travel internationally, if required
- Proficient in MS Office applications

Education / Experience:

- Sales experience of industrial valves and/or related products is required
- Experience working in mining, pulp & paper, water treatment or oil & gas industries is preferred
- Diploma or Degree in Mechanical Engineering, or related field, is preferred

Work Environment:

- Fast paced, dynamic environment with deadlines and shifting priorities
- Daily travel to in-person visits with customers and distributors
- Visits to industrial sites including mines, refineries, and manufacturing facilities
- Daily communication with Inside Sales/Operations team via phone, text, email, and Teams meetings
- Occasional travel to Oakville, ON for training and meetings when required.

How to Apply:

Please submit your cover letter and resume to hr@elitevalve.com.

We thank all applicants for their interest, but only those selected for an interview will be contacted.