

## **Inside Sales Representative/Customer Service/ Industrial Sales**

### Pre-Requisite

- Must be eligible to work in Canada, Permanent Resident, Canadian Citizen, valid Work Visa.

### Company Overview

- *Interprovincial Corrosion Control Co. Ltd. (ICCC)* is a family-owned and operated professional Engineering & Manufacturing Company based in Burlington, Ontario. We have been in business for 65+ years and provide professional engineering services and the supply and manufacture of Corrosion Control/Cathodic Protection Materials to major "End-Users" throughout North America.
- *ICCC* provides on-the-job training as well as the opportunity to further personal skills and goals. *ICCC* encourages and promotes individuals with enthusiasm and initiative and provides a welcoming and professional working environment.

### Position Summary

- Build long-term relationships with current and prospective customers by communicating (*written or oral*) the technical services and products *Interprovincial Corrosion Control* supplies, with regards to Cathodic Protection.

### Responsibilities and Duties

- Strong interpersonal skills to establish, develop and maintain business relationships with current customers and prospective customers to generate new business for the organization products/services.
- Answer inquiries and provide additional information to customers about the type and cost of services offered.
- Develop clear and effective written quotations for current and prospective customers in a timely manner.
- Expedite the resolution of customer problems and complaints by logging and investigating customer concerns.
- Maintain tight deadlines by coordinating sales effort with management, accounting, purchasing, logistics and technical service groups to ensure "on-time" delivery to consumer.
- Must be willing to learn and understand the technique of Cathodic Protection for corrosion control of underground metallic structures (*technical training provided*).

### Education & Experience Requirements

- 4-5 years' experience in technical/inside sales/customer service.
- High School Diploma, College Graduate an asset but not required.
- Knowledge of general Mechanical/Electrical fundamentals is an asset but not required.
- French is an asset but not required.

### Benefits

- Opportunity for Advancement and Growth.
- Medical Benefits after Three (3) Months (*Extended Health Care & Life Insurance*).
- On-Site Parking.

### Job Types

- Full-time, Permanent, Days, Monday to Friday: 8:30am – 5:30pm

### Salary

- To be determined

If you are interested in this position, please email [resumes@rustrol.com](mailto:resumes@rustrol.com) or call us at 905-634-7751.

We look forward to hearing from you!