



Technical Sales Representative

Great Lakes Copper Ltd., a Company of Mueller Streamline has an opportunity for a Technical Sales Representative to join the team. Great Lakes Copper is a leading manufacturer and distributor of copper tubing and related products. We are based out of London, Ontario and have enjoyed servicing our clients for almost 60 years.

We are looking for an energetic self-starter to join our seasoned sales force. This is a new position created to build market share for new product lines. The successful candidate will call on design engineers and mechanical contractors to increase product recognition across Canada.

Organizational Relationship:

- Reports directly to the Vice President of Sales & Marketing
- Liaises with the National Sales Manager and the Marketing & Customer Service Manager

Prime Responsibilities:

- Efficiently plan and call on end user representatives such as engineers and contracting firms for Refrigeration and Plumbing products throughout Canada.
- Develop and expand business relationships within Refrigeration and Plumbing markets throughout Canada.
- Create demand for Great Lakes Copper branded products with end-users, design institutes/consulting companies and other specifying engineers.
- Identify and generate leads through existing company relationships as well as cold calling
- Participate in sales meetings, sales calls, seminars, and trade shows.
- Work in conjunction with Vice President, National Sales Manager, and Product Manager to execute sales goals.

Qualifications:

- Diploma in a related technical field OR business concentration with a technical/ mechanical aptitude
- Knowledge of HVAC, Plumbing, or Refrigeration systems is desired asset.
- Fluent in English and French
- Must possess superior verbal and written communication, with the proven ability to influence.
- Must work well in a team environment as well as independently
- Able to travel to United States for training purposes occasionally.
- Able to travel frequently. Primarily in Toronto and Montreal, but throughout Canada
- Highly motivated, self-disciplined and organized
- Demonstrated ability to work well independently and possess strong analytical/problem solving skills

Interested and qualified? We encourage you to apply by forwarding your resume and salary expectations to mary.cushing@glcopper.com . We appreciate all interest however only those chosen for an interview will be contacted.

Accommodations for job applicants with disabilities are available upon request. To request accommodation during the recruitment process, please email suzanne.jaekel@glcopper.com or call (519)455-0770, ext 234.