

Now Hiring: Inside Sales Representative

About Unifiller

Founded in 1988 Unifiller has consistently grown to be the world's preeminent innovator & manufacturer of Industrial Food Processing Equipment designed for Bakeries and Food manufacturers, specifically: a wide range of Portioning Depositors, Food Transfer Pumps, and Customized Production Systems.

Position Description:

The Inside Sales rep will join our successful Sales team based in Delta, BC, to contribute to the continued growth of Unifiller. Duties include:

- Learn and practice Unifiller's successful sales methods to meet targets
- Generate leads from prospecting and cold calls
- Manage existing customers' relationships and identify new customers
- Participate in tradeshow within North America
- Keep CRM database up to date

Skills and Qualifications:

- Some sales experience, preferably selling capital equipment in a B2B environment
- Mechanical aptitude and able to understand the products' value add
- Diligent, organized, with strong time management skills
- Proficient in MS Office Suite (Word, Excel and Outlook), the Internet, and familiar with CRM

Remuneration: Mix of base and commission and an excellent Health and Benefits package.