

Technical Sales Specialist

Canapro International Ltd.

Job ID
50977

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LOCATION	DATE POSTED	EXPIRY DATE	
1001 1st St SE, Calgary, AB Alberta	05-08-2026	01-02-2027	
TYPE OF JOB	SALARY	MIN. EXPERIENCE	MIN. EDUCATION
Full Time	CAD 36.85 - 38.00 per hour	3 years to less than 5 years	College/CEGEP

Job Details

We, Canapro International Ltd., are looking for a permanent, full-time Technical Sales Specialist to join our dynamic team!

Position: Technical Sales Specialist (NOC 62100)

Terms of Employment: Permanent, Full-time

Hourly Wage: \$36.85 – 38.00 per hour, 30 – 40 hours per week

Expected Start Date: As soon as possible

Work Location: 1001 1st St SE, Calgary, AB T2G 5G3

Duties and Responsibilities include but not limited to:

- Identify and target prospective clients
- Consult with clients after sale to provide ongoing support related to Oil & Gas services and other chemical products
- Present, promote and sell services using solid arguments to existing and prospective clients
- Assess clients' needs and resources and provide recommendations for the appropriate and suitable services
- Perform cost-benefit and needs analysis of existing/potential clients to meet their needs and expectations
- Prepare and administer sales contracts; ensure to record and save contracts accordingly
- Ensure to get familiarized with the details of services, products, and policies of the company
- Approach with the best possible solutions when encountered with potential conflicts/issues, such as client complaints
- Responsible for developing and maintaining profitable business models to increase sales
- Oversee online basis sales transactions
- Review sales performance, prepare and submit reports
- Assist in hiring and training new sales assistants when needed

Position Requirements and Qualifications:

- A university degree or college diploma in a related field such as chemical/petroleum/mechanical engineering and geography
- Several (3-5) years of work experience in technical sales (related to Oil & Gas, Energy, and other chemical products, etc.)
- Ability to build and maintain a good relationship with clients
- Strong organization and effective interpersonal skills
- Team player – positive, organized, reliable and motivated, Client focus

Work Conditions and Physical Capabilities:

Fast-paced environment; Work under pressure; Attention to detail

How to Apply:

If you are interested in the position and would like to join and grow with us, we encourage you to send us a Cover Letter and Resume by email to canapro.yyc@gmail.com

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