

BERMINGHAMMER

FOUNDATION EQUIPMENT



Job Posting

POSITION: Sales Representative – Western North America

REPORTS TO: Sales Manager

Berminghammer Foundation Equipment is a world leader in specialized deep foundation construction equipment. Our Engineers and Designers work with customers to develop solutions to their unique job challenges. These solutions are brought to life by our manufacturing and assembly teams in our 50,000 sq.-ft manufacturing plant in Hamilton, ON, and sold around the world by a dedicated Technical Sales Team.

We are currently seeking a full time Sales Representative to serve customers in Canada and the United States by identifying their needs and developing solutions with the help of our in-house engineering team.

POSITION SUMMARY:

- Reporting to the Sales Manager, this position is responsible for the meeting with customers, in person or virtually, to review their needs, develop solutions, and quote equipment to satisfy those needs.
- This position requires extensive travel in North America and Internationally
- This position is responsible to identify and acquire new sales leads to build a customer base.
- To support customers, the successful candidate may also travel to jobsites around the world during commissioning, to educate and assist customers on the use of Berminghammer equipment.

RESPONSIBILITIES:

- Represent Berminghammer with professionalism and high code of conduct at all times
- Work with customers to help them achieve their project goals
- Be flexible with travel arrangements, weekend work when necessary.
- Educate new customers with patience and respect
- Work with Berminghammer engineering to problem solve developing creative solutions.
- Be proactive to avoid critical path delays on projects.
- Work with manufacturing on delivery needs and job planning to best achieve customer demands .
- Be an advocate for Berminghammer within the industry, promoting our reputation as an innovative, cutting edge equipment supplier.
- Solicit feedback from customers and initiate improvements with the engineering design team

QUALIFICATIONS:

Experience:

- 5-10 years heavy construction experience (foundation industry preferred) and/or 5-10 years in technical sales
- Strong mechanical aptitude, experience problem solving and finding solutions
- Strong business acumen, with an understanding of costs and margin

Education / Training:

- Post Secondary Education: Engineering or Other technical background is an asset



Specific Skill, Ability and Knowledge:

- Demonstrates professional and excellent communication skills in dealing with Customers
- Interacts with Sales, Service, Purchasing and Manufacturing personnel in a professional, mature fashion.
- Travels to customer's site and office to meet with customers, as required.

BENEFITS

We offer a comprehensive benefits package including salary, sales-based commissions, health plan, RRSP and long term share purchase programs. Training will be provided.

By joining Berminghammer, you will become part of a growing team and have opportunities to build strong relationships with industry leaders from around the world.

If you are interested in this exciting opportunity, please [apply by email careers@berminghammer.com](mailto:careers@berminghammer.com)

Only candidates being considered for this position will be contacted. SB Canada is an equal opportunity employer.

