



Indigenous.Link

Canada's fastest growing Indigenous career portal, Careers.Indigenous.Link is pleased to introduce a new approach to job searching for Indigenous Job Seekers of Canada. Careers.Indigenous.Link brings simplicity, value, and functionality to the world of Canadian online job boards.

Through our partnership with Indigenous.Links Diversity Recruitment Program, we post jobs for Canada's largest corporations and government departments. With our vertical job search engine technology, Indigenous Job Seekers can search thousands of Indigenous-specific jobs in just about every industry, city, province and postal code.

Careers.Indigenous.Link offers the hottest job listings from some of the nation's top employers, and we will continue to add services and enhance functionality ensuring a more effective job search. For example, during a search, job seekers have the ability to roll over any job listing and read a brief description of the position to determine if the job is exactly what they're searching for. This practical feature allows job seekers to only research jobs relevant to their search. By including elements like this, Careers.Indigenous.Link can help reduce the time it takes to find and apply for the best, available jobs.

The team behind Indigenous.Link is dedicated to connecting Indigenous Peoples of Canada with great jobs along with the most time and cost-effective, career-advancing resources. It is our mission to develop and maintain a website where people can go to work!

Contact us to find out more about how to become a Site Sponsor.

Corporate Headquarters:

Toll Free Phone: (866) 225-9067

Toll Free Fax: (877) 825-7564

L9 P23 R4074 HWY 596 - Box 109

Keewatin, ON P0X 1C0

Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/05/03

Industrial Sales Representative

Job ID	112776-1385	
Web Address	https://careers.indigenous.link/viewjob?jobname=112776-1385	
Company	Clean Harbors	
Location	Fort St. John, BC	
Date Posted	From: 2019-04-02	To: 2050-01-01
Job	Type: Full-time	Category: Resource Sector

Description

The OpportunityLonestar, a Clean Harbors Company, is looking for a highly motivated Industrial Sales Representative to join our growing sales team. The successful candidate will be focused on new business development as well as maintaining revenue and relationships with the existing client base. Previous hydro excavation / daylighting experience is preferred, however, if you are a proven closer with extensive sales experience we want to hear from you. Why work for Lonestar

- Health and Safety is our #1 priority and we live it 3-6-5!
- Competitive wages
- Comprehensive health benefits coverage after 30 days of full-time employment
- Group RRSP with company matching component
- Opportunities for growth and development for all the stages of your career
- Generous paid time off, company paid training and tuition reimbursement
- Positive and safe work environments

Key Responsibilities:

- Ensuring that Health and Safety is the number one priority by complying with all safe work practices, policies, and processes and acting in a safe manner at all times;
- Interface with potential/existing clients at all levels in a professional manner and communicate effectively to build long term working relationships
- Represents Clean Harbors in regional and national networking organizations that best benefits growth within assigned product lines.
- Achieving KPI targets in relation to revenue growth, face-to-face meetings, CRM management and cross selling initiatives
- Role requires minimum of 40% travel within the assigned territory

What does it take to work for Lonestar

- High school diploma or equivalent required. Bachelor's degree preferred.
- 3+ years sales experience preferably within the hydrovac industry; strong experience selling to industrial customers preferred
- Strong negotiation skills; ability to understand client needs and drive decision-making.
- Strong collaboration skills; ability to facilitate service team approach to ensure customer satisfaction and follow-through.
- Driven, self-starter with a winning attitude and team spirit

- Proven ability to work under pressure while juggling multiple tasks simultaneously
- Time and territory management skills to ensure focus on value-added sales activities.
- Proficient Computer skills (Word, Excel, PowerPoint)

Join our team today! To learn more about our company, and to apply online for this exciting opportunity, visit us at www.cleanharbors.com/careers Clean Harbors is the leading provider of environmental, energy and industrial services throughout the United States, Canada, Mexico and Puerto Rico. Everywhere industry meets environment, Clean Harbors is one-site, providing premier environmental, energy and industrial services. We are solving tough problems through innovation and proven methodology – come be part of the solution with us. We thank all those interested in joining the Clean Harbors team; however only those that complete the online application and meet the minimum job qualifications will be considered for this role. Clean Harbors is a Military & Veteran friendly company.*CH#LI-AB1

For more information, visit Clean Harbors for Industrial Sales Representative