

# Technical Sales & Support Specialist

Jastram Technologies Ltd

Dartmouth, NS

\$60,000 - \$65,000 a year - Full-time, Permanent Bilingual French English Mandatory

Apply Now

## Urgently hiring

**Jastram Technologies Ltd** is expanding its team. If you are passionate about the commercial marine sector, have a genuine interest in guiding customers through the technical aspects of marine products to find solutions, and like to hustle when required, we have a terrific opportunity available to you.

Jastram Technologies Ltd, and its sister company, Jastram Engineering Ltd, together provide steering systems, premium searchlights, navigation lights, horns, anti-fouling systems, cable transits, cooling systems, captain's chairs, sewage systems, technical lighting, marine filtration and more to commercial marine companies. We have offices in Nova Scotia, British Columbia and Ontario. This opportunity is based in Dartmouth NS

## THE PROFILE WE ARE LOOKING FOR

We are looking for a Technical Sales and Support Specialist who will provide rock star service to all customers. You are an individual possessing a consultative sales approach who naturally makes contacts and creates new business relationships. We sell by not 'selling' as much as asking the right questions to learn the customer's real need and giving them the right information to make their best-informed choice. You will be technically savvy and be open to constantly learning while guiding our customers through the sales process and sharing with them your knowledge in a manner they can identify with.

Ideally, you have the following skills and traits:

- Experience in the marine industry. Contacts in mining, forestry and energy sectors considered an asset.
- Bilingual in English and French.
- 5 years or more of experience in a technical sales role.
- Highly ethical and service driven as you will often be the face of the company to our customers.

- Ability to skillfully navigate in a sales context at the executive level including presentation skills and strong networking experience.
- Strong computing skills - particularly with Microsoft Office and experienced with CRM and accounting software.
- A problem solver and someone not afraid to collaborate to find the right solution.
- Outstanding interpersonal skills with strong aptitude for building relationships in person, through email and over the phone.
- Excellent organizational skills with the ability to prioritize and complete heavy workloads with speed and precision.
- Positive attitude and a strong sense of commitment to deadlines.
- Ability to work well in close collaboration with team mates as well as being productive on your own.
- Be willing and able to travel within Canada and internationally as necessary (10-25% once Covid-19 travel restrictions lift)
- Be able to do occasional physical demands such as lifting up to 25 kg in a warehouse setting, working in a heavy industrial setting such as a shipyard, and a loud or confined space such as on board a commercial vessel.

## THE CHALLENGES THAT AWAIT YOU

We have superb product lines that need introducing to new markets and new products to introduce to existing customers. Much of this role is to grasp the technical aspects of the various product lines and be able to skillfully promote to vessel operators, contractors, procurement specialists, naval architects, fleet managers, and owners.

During the training period, you will collaborate with the sales team to identify, contact, qualify, develop and convert existing and potential business opportunities. Later, you will refine an effective sales strategy and year plan adapted to market opportunities in marine and land-based sectors.

## THE ADVANTAGES OF JOINING THE TEAM

- Competitive salary and health & dental benefits package.
- A great team with camaraderie and personality;
- Work for a company that has the wind in its sails and is preparing for growth in the short and long term;

*Are you ready or ready to sail with us?*

We thank to all those who apply; however only those selected for an interview will be contacted.

We are an equal opportunity employer and believe we will succeed through the recruitment and development of staff who represent the broad diversity of the Canadian workforce.