



**Westerra
Equipment™**

— BC'S PREFERRED EQUIPMENT DEALER —

Westerra Equipment LP

Based in British Columbia, Westerra Equipment is part of the Wesgroup Equipment family of companies. We are a well-established and growing equipment dealer with an extensive range of products and services for various industries including: construction, material handling, forestry, agriculture, mining and much more. We sell and service high quality equipment such as Bobcat, Doosan Heavy, Ammann and Vermeer.

We appreciate and recognize the talent and efforts of our amazing employees. As our company grows, we are on the lookout for talented people. We value honesty, integrity and trust in our relationships and use co-operation and communication to achieve excellence and high levels of customer service. We are BC's Preferred Equipment Dealer!

Our successful customer focused approach has us growing, so come explore the opportunity to grow with us!

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| DATE: December 2016 | |
| POSITION: Sales Representative- Doosan Forestry and Construction Equipment | LOCATION: Nanaimo |

Westerra Equipment, BC's Preferred Equipment Dealer, is a great place to work with a focus on providing exceptional customer service and operating with excellence within a fast paced team environment.

This is an opportunity for a person with excellent problem solving ability, self-motivation, and above average customer service skills to join the team at Westerra Equipment as a Sales Representative.

Key Responsibilities:

- Actively pursue and seek out new business in order to meet and exceed sales objectives
- Use effective prospecting techniques including cold calling, scheduled follow ups and qualification of lead
- Develop and or maintain strong business relationships with clients and others in the industry
- Identify creative solutions to meet and exceed client expectations
- Conduct product demonstrations and sales presentations in a professional manner
- Able to clearly articulate features and benefits that are in line with customer needs
- Resolve routine and complex client inquiries and requests
- Create proposals and quotations in a professional manner that is consistent with the company brand
- Successfully negotiate and close deals
- Utilize online resources to maintain accurate records of sales calls, prospect interactions, client files and sales activity information
- Regularly provide detailed and accurate sales activity information to Sales Manager
- Work closely with others in the business to ensure a team approach to achieve and maintain high levels of client service
- Travel for in-person meetings with customers

Required knowledge, skills and abilities:

- Knowledge of the sales process
- Results oriented
- Effective decision making ability
- Strong negotiation skills
- High level of customer focus
- Sound knowledge of problem solving techniques
- Excellent presentation and communications skills
- Builds and maintains strong business relationships
- Requires a valid driver's license

Experience and Education:

- 5+ years of successful sales experience in sales of Doosan Forestry and Construction equipment,
- Industry experience is an asset
- Post secondary education in a related discipline

In our day to day interactions we are guided by our values and quest to be BC's Preferred Equipment Dealer. If you love dealing with customers, are self-motivated and want to be part of a winning team, we would love to hear from you. We

offer a competitive compensation and benefits package, which includes a comprehensive extended health and dental plan, MSP and 3 weeks' vacation to start. Other rewards include a recognition program, training opportunities and more.

Please email your resume and a cover letter to careers@westerraequipment.com quoting the position title of "Sales Rep Doosan-Nanimo" and your last name in the subject line of the email. Please include your salary expectations in your cover letter. Due to the volume of applicants, please accept our apologies in advance, as only those candidates shortlisted will be contacted. We sincerely appreciate your interest in our company. Thank you for exploring career opportunities with Westerra Equipment.