

Position Title:	Sales Generator
Reporting To:	Sales Manager
Position Type:	Full-Time Salary
Start Date:	ASAP

We are looking for an experienced Sales Generator. Someone who is energetic, can chart new territory and is eager to contribute to delivering planet positive solutions.

Our Sales Generator is an important member of our growing team. In this role, you will be working closely with our Sales, Business Development & Marketing and Consulting Teams.

Responsibilities include but are not limited to:

- Identify and close sustainable and profitable sales leads.
- Develop a network of clients and potential clients in our target energy and agriculture sectors.
- Plan for medium and long-term sales generation.
- Build mutually beneficial and lasting relationships with the sales team and clients.
- Identify and manage interactions with clients to identify cross/up and repeat sales opportunities.
- Resolve problems ensuring our clients receive the highest quality of customer service.
- Monitor market and customer needs to determine the focus of sales efforts to meet sales targets.
- Review operational records and reports to project sales and determine profitability.
- Confer with the team to help plan marketing and provide salient content for online marketing as needed.
- Help prepare budgets as required.
- Represent company at trade events, exhibitions and meetings to promote products and target client networks.
- Manage ever-improving excellent customer and personal services. This includes needs assessment, meeting quality standards for services, evaluation of customer satisfaction and new brand building.
- Assist clerical staff to keep records of export correspondence, bid requests and credit collections, and to maintain current information on regulations, incentives, licenses and restrictions.
- Resolve customer complaints regarding sales and service.
- Assess the marketing potential of new and existing markets, considering statistics and expenditures

Required minimum education and experience:

- Post-secondary education.
- Minimum 8 years sales experience in the energy or agriculture sectors.

Competencies:

- Working collaboratively as part of a team
- Ability to work independently with minimal supervision
- Excellent communication skills
- Inspires others to meet a common goal
- Ability to excel in a dynamic and agile work environment

What does success look like in this role?

- You successfully close profitable sales for all segments of our business.
- Our clients are happy and want more!

Additional Information:

- Travel to client sites, tradeshow and events required.



Job Description

About you:

You are a trail blazer and a natural leader. You are comfortable with ambiguity and building scalable business segments. You are analytical and you get things done. You enjoy collaborating with others and can communicate effectively. You are a critical thinker who can get things done in the immediate term while planning for the future. You are passionate about being part of a team and transforming the reality of our environment.

About us:

We have a unique culture based on embracing our values. We are a team, which means "we" comes before "me". We are service driven; we are here to serve our team, the community and the environment. We honour outcomes over best intentions, even when the outcome is not 100% perfect. We are nimble, and we embrace change. We say what needs to be said, which isn't always easy, but our doors and ears are open. We get stuff done, and we have fun doing it!