

Lynch Fluid Controls Inc. is a manufacturer of high quality fluid power components located in Mississauga, Ontario. We were established in 1987 and have been gaining recognition in many countries as a source of fluid power products.

From our home in Mississauga, we design, manufacture and export hydraulic manifolds, valve systems, electronics and a growing selection of products that have been created by our first class team. Our exclusive distribution arrangement with Sun Hydraulics has been the backbone in our manifold manufacturing division. We have been able to take cartridge valve integration to a new level, and are now suppliers to many well recognized fluid power establishments and OEM's. We now routinely design manifolds for the world market that interface with many manufacturers, fluids, materials and applications.

We are growing and currently looking for an **Inside Technical Sales Representative** to join our dynamic team. If you are a positive and driven individual with a passion for quality and a desire to make a positive impact to the success of our company, then we want to hear from you!

JOB SUMMARY:

The Inside Technical Sales representative is responsible for managing customer requests, develop new business and promote Lynch Fluid Control products and services.

RESPONSIBILITIES:

- Respond and execute customer requests
 - Ability to generate revenue and create new business while maintaining existing relationships
 - Provide customer support and technical information about hydraulic products and product applications
 - Regular customer calling to follow up on quotes, opportunities/leads
 - Provide technical expertise in troubleshooting problems with products
 - Possible outside sales calls
 - Provide quotes to customers
 - Enter sales orders
 - Expedite orders
 - Work with multiple departments (Engineering, Planning, Production, Warehouse /Assembly, Marketing) to coordinate customer solutions
 - Respect confidentiality and intellectual property as per company policies
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- Facilitate phone calls from customers and outside sales in a pleasant and efficient manner.
 - Provide assistance to customers and field sales for quotes, pricing and expediting.
 - Work with all Inside and field sales to serve the customer and grow sales and GM.
 - Enter Orders & Quotes in a timely and efficient manner
 - Interact effectively with customers to develop a personal awareness of their needs.

- Work in a professional manner to resolve customer's problems and issues, using all the available resources at hand.
- Provide customers with accurate price, delivery and technical information upon request.
- Provide assistance to others in areas of specialized product or technical knowledge.
- Maintain professionalism in all job related activities
- Meet, communicate and cooperate with vendor sales representatives.
- Encourage vendor participation in the support of customer needs.
- Assist Central Purchasing (Our SCM) to insure customer orders are placed quickly and accurately.

ACADEMIC/EDUCATIONAL REQUIREMENTS:

- University Degree or College Diploma in Mechanical Engineering or related field
- Fluid Power certificate/education

REQUIRED SKILLS/EXPERIENCE:

- Fluid Power knowledge and experience (CFPS: Certified Fluid Power Specialist or equivalent)
- Minimum 3-5 years strong inside sales, hydraulic focused experience preferred
- Self motivated and autonomous work ethic
- Computer savvy- working knowledge of Microsoft Office Applications (Word, Excel, PowerPoint, Outlook)
- Excellent closing ability
- Experience in hydraulic marketplace
- Excellent oral and written communication skills
- Outstanding organizational skills
- Previous Project Management experience considered an asset
- Computer savvy/Strong internet research skills
- Experience with SAP BAIo and/or SAP Version 4.6C or later an asset
- French or Spanish an asset

Must meet requirements of Canadian Controlled Goods Program (CGP)

******* PLEASE SEND YOUR RESUME IN PDF FORMAT ONLY**

Lynch Fluid Controls is proud to be an equal opportunity workplace. Our goal is a diverse, inclusive, and barrier-free workplace. We will provide reasonable accommodation to applicants with disabilities at all stages of the hiring process in accordance with the Ontario Human Rights Code, and the Accessibility for Ontarians with Disabilities Act. If you are a person with a disability and need the job posting in an alternative format or any other accessible accommodations during the hiring process, please send your request to our Human Resources department.