

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. The successful sales professional will be working as part of the Sales team reporting to the Sales manager. This position requires a self-motivated sales leader with exceptional time management and organizational skills, with a solid understanding of hydraulic components & systems. 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!

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

ACADEMIC/EDUCATIONAL REQUIRMENTS:

- College Diploma in Mechanical Engineering or related technical field

REQUIRED SKILLS/EXPERIENCE:

- Fluid Power knowledge and experience (CFPS: Certified Fluid Power Specialist or equivalent) a strong asset
- Minimum 3-5 years strong inside sales experience preferred
- Self motivated and autonomous work ethic
- 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 BAI0 and/or SAP Version 4.6C or later an asset
- French or Spanish an asset
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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.