



To Whom It May Concern:

Job Brief

Prima Pipe Solutions is seeking to add a motivated and experienced Senior Contract Sales Representative to our growing team. We are looking for an energetic professional who will be responsible for client and revenue growth objectives by way of expanding our Trenchless Rehabilitation Lining business and increasing utilization of our Overland Bypass Pipe Rental Fleet. The Sales Representative duties will include but not limited to developing key growth sales strategies, building relationships and focusing on accelerated sales cycles.

Our ideal candidate would be an individual who is driven by market penetration, who has a solid foundation with prospective clients, and who enjoys working with a small, tightknit family run business that takes pride in every project and the clients we work with. As a niche product offering, Prima Pipe Solutions FFRP relining targets compromised pressure pipe systems (potable water, sewer, Class 2 and 3 Fluid), as a cost-effective solution to damaged pressure systems or end-of-life rehabilitation over replacement.

Senior Contract Sales Representative Duties & Responsibilities:

- Craft detailed plans for growth in target markets within the industrial facility, municipal infrastructure and oil and gas fluid lines.
- Engage with clients and show how we can help solve infrastructure pressure pipe challenges.
- Achieve monthly and quarterly goals for company growth.
- Collaborate closely with industry specialists for product recognition.
- Ensure high satisfaction and trust through excellent service.
- Develop key growth sales strategies.
- Track sales activities and forecast revenue.
- Share results and feedback to guide management decision-making.
- Stay informed on products to meet client needs.

Senior Contract Sales Representative Requirements:

- Minimum of 10 years of experience in industrial industry, with a strong track record of meeting or exceeding sales targets.
- Technical Sales ability to properly support end client.
- Project Management abilities and knowledge base of operations.
- Proven ability to build and maintain relationships with key decision-makers at client organizations.
- Possess outstanding verbal and written communication skills, capable of conveying intricate ideas convincingly and clearly.
- Strong negotiation and closing skills, with a focus on driving revenue growth and maximizing profitability.
- Manage leads, track sales activities, and forecast revenue.
- Able to travel for client meetings and industry gatherings.

Sincerely,

Prima Pipe Solutions Ltd
403-813-7849

www.PrimaPipeSolutions.com