

## **OUTSIDE SALES REPRESENTATIVE**

### ***Embracing Tradition and Success as a Four-Generation Family Business***

*Harco Enterprises Ltd., a family-owned and operated business in Peterborough since 1964, is dedicated to providing customized sanitary and hygienic process equipment to valued customers in the food, dairy, beverage, pharmaceutical, and aquaculture industries. The leadership at Harco emphasizes leading through values, a core strength that has fostered a committed and long-tenured team of skilled employees, pivotal to the continuous growth experienced over the years.*

We are currently in search of a **full-time Outside Sales Representative** who will report to the co-owner/VP Operations and cover the Ontario region. This role has been newly configured to capitalize on a vast number of opportunities within the target industries.

### **JOB DESCRIPTION**

Harco offers a competitive salary and benefits package coupled with a very attractive performance compensation model rewarding a highly motivated and skilled candidate. An employment contract will be provided.

- Entry into a very successful company in growth mode with a strong reputation in the industries served
- A team-based approach where the customer is always at the center and no challenge is too difficult to take on
- Training and ongoing support from inside technical sales and corporate leadership
- A territory that spans Ontario with many opportunities in the central food, beverage and pharma corridor
- Competitive salary and benefits programs including retirement savings plan
- Sales commissions
- Annual performance bonuses for defined project completion
- Expense re-imbusement

**What you will do:**

- Become familiar with all Harco offerings to accurately represent sales and service offerings
- Identify and qualify leads for Harco process equipment and supplies across Ontario
- Work collaboratively with Harco technical and leadership resources to generate project quotes
- Embrace and improve the Customer Relationship Management (CRM) processes with accurate call reports and recommendations to grow sales in target segments
- Work remotely, attend project meetings virtually and attend a headquarters meeting a minimum of quarterly

**Who you are:**

- A self-motivated individual who enjoys outside field sales and customer interactions
- An individual with demonstrated success in converting leads to customer sales
- Ten to fifteen years of experience in industries with sanitary/hygiene/GMP process equipment requirements
- An individual with strong communications skills and ability to work collaboratively in a team environment
- An individual with safe driving record and active insurance policy
- Ability to provide relevant references

We thank all applicants for their interest in Harco Enterprises, however, only chosen applicants will be contacted.

The employer accepts applications only from Canadian citizens and permanent residents of Canada.

*Interested candidates please submit a cover-letter and resume in confidence to [careers@harco.on.ca](mailto:careers@harco.on.ca)*