

Inside Sales, Customer Service Representative

Mobile Parts Inc. is a major supplier of mobile equipment parts and specially fitted utility vehicles designed to carry people and materials in mining environments. We are proudly located in Sudbury, Ontario and supply parts and products to the mining industry in multiple countries worldwide! We are looking for an ambitious and team-oriented individual to join our team!

Responsibilities:

- Foster a culture of safety & continuous improvement
- Develop and oversee customer retention and growth
- Provide requested quotes within 24 hours of request
- Participate in and improve upon in-house brand promotions
- Follow up on previous weeks outstanding open quotations
- Gather and share any form of competitive advantage with head of sales, pricing manager and procurement manager
- Learn and recognize triggers based on customer behavior and engage with customers who request to terminate pricing agreement
- Manage budget and hit or exceed monthly quota as established by Head of Sales and Business Development
- Provide weekly activity reports
- Review and discuss monthly sales (Successes, challenges, trends) with Head of Sales and Business Development
- Assist Head of Sales and Business Development with forecasting

Required Skills & Experience:

- College diploma or equivalent in a sales/marketing discipline
- 3-5 years in a recent and related position
- Customer Centric and engaging with strong interpersonal skills
- Knowledge of office administration
- Excellent computer skills, particularly with spreadsheets and CRM systems
- Effective written, verbal and communication skills
- Ability to establish and maintain satisfactory relationships with the internal personnel and customers
- Time management skills with a solid ability to priorities tasks
- Bilingual (English & French) considered an asset

Salary:

Our Company offers a competitive base salary. Full benefits and a group RRSP are also included and commence after the probation period.

Location:

2472 Evans Road



Val Caron, Ontario, Canada
P3N 1P5

How to Apply:

Interested applicants who meet the above qualifications may submit their cover letter and resume:

Online: <https://www.mobileparts.com/about-mpi/careers/>

By Email: recruiting@dibrina.com

By Mail: Gallagher Benefit Services, 62 Frood Road, Suite 302,
Sudbury, ON P3C 4Z3

By Fax: 705-688-9060

Thank you to all candidates for your interest; however, only those selected for an interview will be contacted.