

TECHNICAL AND SALES REPRESENTATIVE – CENTRAL ONTARIO

Dispomed Ltd – Joliette

Description of the position:

Dispomed is looking for a Technical and Sales representative to for Ontario's market. Our customers include veterinary clinics, Zoos, research facilities and teaching facilities.

Main responsibilities:

- ✓ Serve and develop our market in the province of Ontario :
 - Establish, propose and follow a strategic sales plan,
 - Develop and maintain a positive ongoing relationship with customers,
 - Close sufficient sales to exceed sales plan objectives,
 - Represent Dispomed in conferences and tradeshows,
 - Establish contact with prospects and qualify potential customers to open new accounts.

- ✓ Provide preventive maintenance and repairs on veterinary equipment:
 - In collaboration with our service technician in the province of Ontario, provide preventive maintenance and repairs on veterinary equipment (anesthesia, equipment, tables, microscopes and autoclaves).

Qualifications :

- ✓ **Education**
 - Animal Health Technology Diploma
 - Other related training

- ✓ **Experience:**
 - Minimum 5 years of experience as an RVT (registered veterinary technician)

- ✓ **Technical skills**
 - Aptitude for maintenance and repair veterinary equipment
 - Knowledge of medical technology

- ✓ **Profile desired**
 - Ability to build new business associations / relationships
 - Self-motivated with a strong desire to succeed
 - Exceptional presentation, verbal and written communication skills
 - Ability to multi-task and organize work
 - Manual skills
 - Collaborative and team-oriented skills

Other information

- ✓ Permanent full-time day, 5 days a week
- ✓ **Starting January 2019**
- ✓ Training both at the Head Office in Quebec and in Ontario
- ✓ 3 weeks vacation per year, group health insurance and other benefits offered
- ✓ Vehicle, telephone, tools, and uniform supplied

Ready to apply?

- ✓ Send us your application to join the Dispomed team: Attn Sébastien Lachapelle
- ✓ hr@dispomed.com
- ✓ www.dispomed.com