



WE ARE HIRING

Sales Representative

St-Stanislas • Montréal • Québec • Industriel
Alma • Candiach • Sherbrooke • Toronto • Winnipeg

► Visit the **CAREER** section at adfdiesel.com and join our team! ◀

For over 40 years, ADF Diesel has been a family-owned business recognized as a leader in diesel mechanics across Canada. With 10 branches nationwide, we offer the most comprehensive range of products and services in our industry. Constantly growing, our **Montreal** branch is currently looking for a **SALES REPRESENTATIVE** to join our team.

A CONCRET OVERVIEW OF YOUR DAILY ROLE

- Market and sales development;
- Client prospecting;
- Manage and maintain relationships with existing clients to ensure satisfaction;
- Negotiate pricing and sales terms;
- Draft sales contracts;
- Meet and exceed the company's sales targets;
- Resolve customer disputes in collaboration with the legal department;
- Follow up on team training;
- Provide support to the branch manager.

REQUIREMENTS AND QUALIFICATIONS

- College diploma (DEC), Bachelor's in Business Administration, or any relevant training related to the position;
- At least five (5) years of full-time experience in similar roles;
- A combination of relevant experience and training may also be considered.

WHAT WILL MAKE YOU SUCCESSFUL IN THIS ROLE

- Excellent judgment, autonomy, and professionalism;
- Strong time management and ability to prioritize while meeting deadlines;
- Customer service skills;
- Sales aptitude;
- Good knowledge of heavy equipment and diesel engines (an asset);
- Valid driver's license for Quebec and Ontario;
- Willingness to travel frequently;
- Strong written and spoken French and English.*

LOCATION

2355, boulevard Hymus,
Dorval (Qc)

WORK CONDITIONS

Salary offered :

Competitive base salary adapted
to your experience, plus
commissions

Benefits :

Group insurance, DPSP (Deferred
Profit Sharing Plan), work-life
balance support, provided
workwear and more

Position status :

Full-time, 40 hours/week, Day
shift, Monday to Friday

Employment Duration :

Permanent position

TO APPLY

Come realize your full potential
with ADF Diesel!
Please send your resume by email
to: cv@adfdiesel.com

*The person holding this position will be required to communicate (both spoken and written) in English with suppliers, clients, and our branches outside of Quebec.

This job description is not exhaustive, as the employee may be assigned other related tasks necessary for the performance of their duties.

The use of the masculine gender in this document is solely for the purpose of simplifying the text.

We thank you for your interest in our company. Please note, however, that only selected candidates will be contacted.