



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**

- 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;
- Willingness to travel frequently;
- Strong written and spoken French and English.\*

**LOCATION**

On the road, North Shore of Montreal

**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](mailto: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.