



CAG Technologies Inc. (formerly CAG Purification Inc.) is seeking a full time Technical Sales Representative/Account Manager with a background in compressed air treatment, compressed air piping and nitrogen generator products.

CAG Technologies Inc. is a national distributor of compressed air & vacuum treatment products, compressed air/vacuum/N₂ aluminum piping systems and nitrogen generator products that are sold to compressor dealers and OEMs nationally. Our comprehensive product line features high quality European products built to North American approval standards and available from stock from our Mississauga, Ontario warehouse.

The Product Range

Compressed Air & Vacuum Treatment

Aluminum Pipe Systems for Compressed Air/ Vacuum and Nitrogen Applications

Nitrogen Generators

Responsibilities:

- Technical Sales Role supporting our dealer and OEM network in the territory
- Working with technical staff sizing and selecting product solutions for customers
- Presenting solutions to customers
- Setting up new dealer and OEM customers in the territory
- Coordinate with the purchasing department to execute accurate purchases of equipment
- Understand CAG products and functionality, positioning and advantages
- Attend supplier training meetings in house or abroad when and if required
- Work with management to establish overall objectives
- Participate in quarterly group sales meetings
- Maintain good relations with all customers and suppliers
- Utilize up to date sales tools – LinkedIn etc.
- Attend annual trade shows with sales team
- Communicating customer service complaints to the service department for follow up
- Communicate and maintain good rapport with all staff members
- Participate fully in all meetings, training sessions, individual professional development and skill building
- Coordinating with sales people, clients and suppliers to ensure exceptional service is provided to our customers
- Follow up on quotes and assist in processing technical orders

Qualifications:

- Must have a full spectrum of technical sales and sizing experience based in compressed air & vacuum treatment products, compressed air piping systems and nitrogen generators
- Education in mechanical engineering is an asset
- Bright, energetic professional with good communication and interpersonal skills
- Highly motivated self-starter who can work autonomously and as part of a team
- Ability to manage multiple tasks and shift priorities and timeframes
- High level of initiative, creative thinking, decision making and problem resolution skills
- Naturally inclined toward sales solution selling techniques – not always on price
- Demonstrate PC literacy and proficiency with Microsoft Office Suite
- Willing to learn and implement use of our CRM software (Maximizer and Microsoft Dynamics NAV)

Requirements:

- To work from our head office located in Mississauga, Ontario
- Meet annual sales objectives
- Minimum 3-5 years' experience in Compressed Air or N2 Industry
- CET or P. Eng designation is preferred or industry experience
- Must possess a valid driver's license
- A good command of the English language
- Start Time: January 2022

The Territory:

- Predominately Greater Toronto Area East of Hwy 10 to West of Hwy 416
- The province of Alberta or BC to be determined
- 3 - 4 weeks per year visiting dealers in AB or BC

Remuneration Package:

- Annual Salary/Commission Package: \$ 75k - \$ 110k Plus (based on experience)
- Car Allowance
- All sales related expenses paid by CAG
- Company Health Care Benefits Package
- 3 weeks paid vacation (4 weeks after two years of service)
- Paid time off at 11:00 am every second Friday
- Annual profit-sharing program based on company/team success