



## Technical Sales Consultant (Quebec)

About MIURA CANADA Co., Ltd.

Miura Co., Ltd., is a world class industrial boiler manufacturer and aftermarket service provider that is committed to being the best partner in providing boiler solutions. Miura Co., Ltd., was founded in Japan and has grown to be one of the largest boiler manufacturers in the world. Miura is known worldwide for its commitment to protecting the environment and its innovative and efficient boiler designs. Miura Canada Co., Ltd. was established in 1987 in Brantford, Ontario, and since then we have been rapidly expanding our customer base from coast to coast.

As an integral member of the **Eastern Canadian Team** (currently, in a home-based office), you will be challenged with:

### Duties and Responsibilities:

- Implementation of regional strategies to meet growth targets in boiler sales and service.
- Act as customer's water and energy consultant for all items treated by Miura products. Utilizing product information and best practices, advise how the customer can reduce their cost of operation through improved control of their utilities, in the most environmental responsible manner;
- Generate leads through cold calls/activities by utilizing well defined strategies;
- As required, act as the WT field technical leader in your territory, for joint work with Miura's Service Department Technicians for troubleshooting support, and to help secure new business;
- Regular reporting and accountability to management for achieving goals, KPI's, etc.
- Create proposals, presentations, contracts, calculations, with the purpose of gaining new Miura WT business and maintaining existing;
- Support, sell and work collaboratively with current representative to achieve growth targets in boiler sales, service and water treatment;
- Conduct consultative style outside sales activities in your region with goal of converting Miura boiler or cooling customers from competitor water treatment services, to Miura Water Treatment services;
- Apply and maintain same for current existing customer base. Collect water samples from prospective and existing customers systems, for in house lab analysis;
- As required, perform team sales & education activities with Miura's Boiler Sales department, to help secure new business.
- Attend and work trade shows as required.
- Perform and attend webinars on a regular basis.
- Maintain an adequate pipeline within Salesforce to achieve desired revenue targets.
- Attend any all-continued training on Miura products, services and sales techniques.

### Requirements:

- 1-5 years' experience with heavy capital equipment outside sales. Preferably in the steam, water treatment and/or chemical related industry
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- Post-Secondary Degree, Diploma, or Technical Vocation in a mechanical, HVAC, scientific, or mathematical discipline
- Preferred location in the Quebec City area but not essential.
- Proven ability to learn highly technical / engineering information on industrial boilers.
- Previous proven sales track record of selling B2B and dealing with large corporate accounts
- Ability to comprehend industrial boiler information manuals that involve engineering concepts
- Excellent interpersonal, communication (both oral and written in English), organizational, and analytical skills
- Exceptional multi-tasking skills
- Strong administrative skills (updating CRM) Salesforce.
- Willingness to travel, with no violations on drivers abstract. Requires 50-70% travel with 3-4 overnights per month
- High energy, enthusiastic, entrepreneurial – desire to attain sales goals.
- Resilience, strong work ethic is essential.
- Intermediate knowledge of Microsoft Office suite
- Hunter mentality for net new business.
- Salesforce knowledge is an asset.

**Additional Information:**

- Compensation base is dependent on experience
- Benefits and pension plan, wellness program, training

Please submit resumes to Human Resources at [canada-hr@miuraz.com](mailto:canada-hr@miuraz.com).

Miura Canada is an equal opportunity employer. Please contact Human Resources by phone at 519-758-8111 ext. 224 if you require any accommodation in order to fully participate in our recruitment process. We thank all candidates for their interest; however only those most qualified will be contacted.