

Technical Sales Representative (Full-time)

Want to learn how to sell innovative AI & Computer Vision solutions that have a real impact on safety and productivity?

Motion Metrics International is a high-tech, private corporation located on the campus of the University of British Columbia. We design, develop, and deploy advanced monitoring solutions to address some of the most challenging problems in the mining industry by using imaging and other sensor technologies.

Our diverse Sales team have varying technical backgrounds (Comp sci./Eng.) coupled with previous B2B selling or customer service experience. We value attitude and drive more than anything so we are open to other educational backgrounds.

You will get the opportunity to learn about this exciting niche market and be mentored by a Sales team that has grown revenue 30%+ over the last several years.

Responsibilities:

Sales

- Follow up on new and existing opportunities, work with existing clients on subscription renewals.
- Visit customers and make the appropriate business trips around the assigned areas.
- Respond to sales leads, gathering facts, analyzing needs, and making appropriate solution recommendations.
- Work with the Technical Support team to understand current client needs.
- Develop and maintain long-term customer relationships.
- Represent the entire range of Motion Metrics' products and services.

Lead Generation

- Prospect, cold call, respond to and track web inquiries.
- Work closely with the Marketing team and attend international tradeshows as needed.

Administrative

- Prepare quotes and proposals under direction of the Sr. Sales Manager.
- Maintain the Salesforce CRM database and dashboards.
- Assist team members with paperwork/filing.

Requirements:

- Minimum 2 years of sales experience; knowledge of Technology or Mining Industry is "a plus".
- Valid passport and the availability and willingness to travel with a valid driver's Class 5 license.
- Strong knowledge and passion for technology and sales with the ability to understand and explain technical concepts.
- Excellent written and verbal communication, listening, and presentation skills.
- Strong sense of ambition, self-motivation, and self-discipline.
- Knowledge of Salesforce.
- Other languages (French, Spanish, Russian) an asset.

Motion Metrics International Corp offers a generous compensation package and benefits, as well as a fun and driven work environment and culture. Interested candidates please submit your resume with cover letter to careers@motionmetrics.com. Due to the high volume of applications we receive, only those selected for an interview will be contacted. Thank you.