

Job title: OCCUPATIONAL HEALTH & SAFETY SALES SPECIALIST

Department: Outside Sales - Safety

Reports to: National Sales Manager, Safety

Job purpose: The Occupational Health & Safety Sales Specialist's role will include a combination of independent sales calls as well as joint sales calls with TENAQUIP's Key Account Managers and suppliers to promote safety product sales, services, and capabilities to end-user customers.

Responsibilities:

- Assist in the development of annual sales forecasts and to achieve agreed upon sales goals within the defined geographical territory.
- Schedule and conduct joint-calls with suppliers, Key Account Managers, and complete independent sales calls and surveys as required.
- Plan and schedule customer seminars, training programs, site surveys and/or other sales support activities necessary to drive sales growth.
- Develop and provide in house safety product training programs for all Tenaquip employees as required.
- Maintain solid relationships with Key Vendors in all safety product categories to provide training, joint sales calls and product presentations.
- Communicate regularly with the Safety Marketing team and advise on any new products or programs that show up in the market.
- Support all safety product marketing initiatives as required.
- Provide support and pricing direction on incoming safety sales opportunities.
- Provide necessary reporting, on a timely and regular basis.

Qualifications:

- ✓ Minimum 5 years outside sales experience in the Industrial Occupational Health & Safety Field with a proven track record.
- ✓ Excellent Presentation Skills
- ✓ Health & Safety Specialists are required to be fully competent concerning legislative (OH&S Act) and regulatory requirements (CSA and ANSI Standards) for Industrial Safety equipment within geographical areas serviced.
- ✓ Specialist must be trained and considered competent or certified as a trainer for the following product categories and brands deemed essential by TENAQUIP.
 - Confined space entry equipment
 - Fall protection equipment and accessories
 - Respiratory products training & fit testing
 - Spill control products
 - Flammable storage and handling equipment
 - Emergency eyewash & showers
 - Lockout & tag out products
- ✓ Post secondary University or College level business or marketing degree preferred.
- ✓ Formal Selling Skills training (CPSA) is an asset