



## ACADEMY

Academy Services, a Valley Irrigation dealer located in Brooks Alberta, is looking for a Sales Representative to join our team. We are a full-service dealer that specializes in irrigation and electrical services. We are a family-owned company that has been in operation since 1982.

The Sales Representative is a valued member of the sales and operations team and is fundamental in helping our business achieve revenue growth. We are looking for a friendly and knowledgeable individual to deliver exceptional customer service and facilitate sales. This role is responsible for interacting with customers, working with internal departments, generating customer interest, and closing sales. This role will also assist with the operations of our busy parts counter.

### **What we offer**

#### Schedule

- 8-hour shift, Monday to Friday
- Evening, weekend & overtime hours will be required in peak spring/summer season.

#### Company Benefits

- Salaried position
- Health Spending Account & Employee Wellness Plan
- Life & Disability Insurance
- RRSP Matching (after 1 year of service)
- Generous workwear allowance
- Paid time off
- Professional Development Opportunities
- Company events

### **Who you are**

Our ideal candidate can work efficiently and effectively under pressure with simultaneous demands. Strong written and verbal communication skills are essential, and you must be comfortable with both phone and email communication. To be successful in this role you must have superior customer service skills, knowledge of ag-parts and irrigation systems, experience in parts/retail departments, and the ability to maintain good relationships with customers and co-workers. Computer skills are a must!

You are also:

- Detail oriented and accountable for the quality of your own work.
- Consistent, dependable, and trustworthy
- A team player
- Ambitious – committed to gaining knowledge of irrigation and ag-parts.
- Someone who enjoys working with people.
- Comfortable with negotiation and closing sales.
- The ability to multi-task, and work efficiently in a fast-paced environment.
- Able to lift and carry heavy products and operate basic tools/machines, shop equipment.

### **Job Responsibility:**

- Promote and sell products and/or services to meet customer needs.
- Gain and share product knowledge irrigation industry.
- Record all sales and/or counter transactions that occur, with a high attention to detail.
- Project Management and coordination of project installations with other departments.
- Preparing department reports
- Assist all customers – in person and over the phone - ensuring optimum customer service.
- Preparing price quotes and other information for customers, maintain profitable target margins.
- Continually strive to increase parts department revenue – upsell, cold call, product promotion
- Assist with shipping, receiving, parts orders, backorder follow up, stock levels - follow up on shortages.
- General office teamwork – assisting any customer, stocking shelves, filing, matching invoices, office paperwork, managing cash deposits, shipping bills, office maintenance & cleaning.

This position requires a positive team approach, attention to detail and working safely. Academy Services offers competitive wages, stable work, and a great work-life balance.

- Please apply by emailing [jobs@academyservices.ca](mailto:jobs@academyservices.ca)
- No phone calls please.