



Who we are

Safetek Emergency Vehicles Ltd. is Canada's leading supplier of fire and emergency vehicles (read as: fire trucks) Our products and services help first responders do their jobs safely and efficiently. We are a national company with a well-defined focus on three things, firetrucks, parts for firetrucks and service for firetrucks. We call our commitments in these areas the "Safetek Advantage" and are looking for team members who can drive us forward in our mission of "Serving those who keep our communities safe."

Product Specialist, Canada Wide

Our growing sales team is looking for energetic sales professionals to increase our presence and build relationships with fire departments across Canada. Safetek's product specialists are the eyes, ears and face of our organization to our customers. They are relentless in finding opportunities to grow not only our new truck sales, but parts and after-sale service as well. We look for product specialists who love to get in front of customers on their turf, articulate our vision in their own way, follow up appropriately and relentlessly, and make our customers into enthusiastic fans. More than anything we are looking for team players that are the right fit for our team. *Previous experience with fire trucks is not necessary.* If you've been in a similar sales role either selling business to business, or especially business to government and are looking for something unique and exciting we would love to meet you.

About the Position

Our product specialists focus growing our business by providing a great customer experience from their first meeting, to delivery, and lifecycle support of the fire apparatus.

On any given day, you could be meeting a customer to develop a truck specification in the morning, dropping off a critical part in the afternoon, and meeting with a volunteer department truck committee at their practice in the evening. It's a challenging position but one with support from our national team in Mississauga and Abbotsford and mentorship from our senior team members (some in experience, others in age).

Responsibilities

Prospecting for new clients and opportunities.

Managing relationships with existing accounts and keeping Safetek top of mind.

Conducting pre-construction meetings, pre-paint and final inspections with customers locally and at our manufacturer's locations in the US.

Sharing customer feedback with our sales, parts, and warranty teams for continuous improvement.

Attending regional trade shows in in your local area.

Regular travel to the United States for customer trips, trade shows, and training.

Reviewing public purchasing documents (tenders, RFP's etc.) to assist our bid team in creating specifications.

Complete necessary administrative work, including change orders, delivery checklists, and inspection notes.

SERVING THOSE WHO KEEP OUR COMMUNITIES SAFE

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Requirements

- 3+ years of sales experience.
- Extraordinary and proven customer service commitment.
- Adaptive and solutions-based approach to selling.
- Engaging and confident presentation style.
- Excellent written and verbal communications skills.
- Ability to work autonomously.
- Results driven without compromising quality.
- Obsessive about details.
- Able to take accountability for tasks and execute flawlessly.
- Influential leader with strong networking skills.
- Thrives in a dynamic environment.
- High level of ethics, values, integrity, and trust.
- Flexible and adaptable approach to work.
- Technically curious with a teachable attitude.

Successful candidates must demonstrate their ability to build relationships with customers and manage existing accounts while always looking for new opportunities.

Wage and Benefits

We offer a competitive compensation packages on certifications, skills, knowledge and experience. Additionally, we have a great benefits package including an RRSP program.

Please submit your resume and cover letter explaining why you'd like to join our team and why you would be a great fit to: careers@firetrucks.ca

For more information please visit us at: www.firetrucks.ca