



INSIDE SALES REPRESENTATIVE

Job Summary

The Inside Sales Representative is a superior customer service expert and has impeccable communication skills. This role will manage and develop new leads, assess customer needs promptly and efficiently, make product recommendations, provide accurate information regarding product details, take sales orders and ensure that information is recorded accurately to ensure that we exceed the customers' expectations. This position is primarily office-based and focuses on inbound sales activities, customer service, and administrative support for the sales team.

The ideal candidate will have a background in agricultural machinery/equipment, strong communication skills, and the ability to manage multiple sales processes simultaneously.

This is an excellent opportunity for an ambitious, career-oriented individual desirous of being part of a growing organization with the ability to impact future success. This role is for someone who wants to make a difference with their career as LWR works to recycle a billion gallons of water this year and recycle valuable fertilizers and organics. Our passion is the environment and providing green technology to our clients. We offer competitive compensation and benefits as well as exceptional career growth potential.

Responsibilities include, but not limited to:

- Manage and grow a defined customer base within your assigned geographical territory.
- Visit producers on their farms to assess needs related to manure management, agronomy, and crop production.
- Provide expert knowledge on our system and its benefits to crop growth.
- Identify sales opportunities and coordinate live demonstrations, tours, and product presentations.
- Complete the sales process, including quoting, sourcing additional products, and generating accurate sales orders.
- Accurately enter quotations and orders into our system and follow through to delivery.
- Coordinate order fulfillment, ensuring delivery timelines and product availability are met.
- Maintain clear and timely communication with customers regarding pricing, inventory, and delivery details.
- Provide after-sales support and follow-up to ensure customer satisfaction.
- Support daily social media activity and community engagement in collaboration with the marketing team.
- Receive and direct inbound calls, and support outside sales staff with quotation and order processing.
- Proactively make sales calls to new and existing customers to build relationships and promote products.
- Meet or exceed sales targets and objectives set by the sales manager.
- Understand customer needs and provide knowledgeable recommendations, upselling when appropriate.
- Adhere to all company safety policies and procedures.

Qualifications and Skills

- Passion for agriculture and the environment
- Minimum 2 years sales experience preferably in equipment sales
- Must have strong computer skills and be proficient in Microsoft Office Suite
- Strong relationship-building and negotiation skills
- Ability to understand and communicate technical product details.
- Self-motivated, goal-oriented, and able to work independently.
- Proficiency in CRM software, knowledge of Zoho One an asset
- Willingness to travel for tradeshow, conferences, or site tours (< 20%)
- Sales travel requires a valid passport and driver's license with clean record

Compensation

- Competitive base, commission, and a full benefits package after 3 months.
- Paid time off

Working Conditions and Schedule

- Sitting for long periods of time
- 40 hours a week, Monday - Friday
- In-person, with hybrid a possibility
- 10 - 20% travel, which may include non-standard work hours

To Apply

Please submit your resume and cover letter to careers@livestockwaterrecycling.com

- Please include the position name in the subject line of your email
- First contact to selected applicants will be made my email

Thank you for considering LWR in your career search. We thank all applicants for the time taken to complete a job application, but only those selected will be contacted.

Additional Information:

Please note, applicants must have valid authorization to work in Canada with no restrictions. Accommodation for applicants with disabilities is available on request. Please reach out to the email address supplied in the ad.