

Job Title: Business Development / Technical Sales Representative – Hydraulic Filtration Product Development, Aftermarket Air Compressor Filtration and Parts Products and Air Compressor Lubricants

Location: FAI Filtri Canada - Head Office Mississauga Ontario

Company Overview: We are a leading supplier of Air Compressor Aftermarket Filtration Products and Compressor and Industrial Lubricant Products, and currently in the process of developing our Aftermarket Hydraulic Filter sales across Canada. Our company partners with a national network of dealers to deliver high-performance solutions to industrial clients. We pride ourselves on providing top-quality products and superior customer service.

Position Overview: We are seeking a motivated **Business Development / Technical Sales Representative** to join our team. The ideal candidate will have a strong understanding of hydraulic systems, lubrication technologies, and air compressor filtration, combined with exceptional sales skills. This position is responsible for growing our dealer network and increasing product sales through relationship-building, technical expertise, and strategic account management.

Key Responsibilities:

- **Sales and Business Development:**
 - Build and maintain relationships with a national dealer network, identifying new business opportunities and driving sales growth.
 - Develop and execute sales strategies to expand market share and meet sales targets for hydraulic filters, lubricants, and air compressor filtration products.
 - Conduct regular dealer visits, both in-person and virtually, to assess needs and provide product support nationally.
- **Technical Expertise:**
 - Serve as the subject matter expert for hydraulic filters, lubricants, and compressor air filtration solutions, providing technical advice and support to dealers, OEM's and end-users.
 - Conduct product demonstrations, technical presentations, and training sessions to enhance dealer knowledge and capabilities.
- **Account Management:**
 - Develop Hydraulic dealers nationally
 - Monitor Compressor dealer performance and provide recommendations to optimize sales efforts and increase product penetration.
 - Collaborate with dealers to create customized solutions for their customers' specific needs.
 - Manage pricing, contracts, and agreements within the dealer network.
- **Market Research and Reporting:**
 - Analyze market trends, competitor activity, and customer feedback to identify opportunities for product improvements and new sales initiatives.
 - Provide quarterly reports to management on sales performance, market conditions, and key metrics.

Qualifications:

- Proven experience in technical sales, preferably in the hydraulic filtration, lubrication, and or aftermarket filtration industry.
- Strong understanding of hydraulic systems, industrial lubricants, and air compressor filtration and parts.
- Excellent communication and interpersonal skills, with the ability to build strong relationships with dealers and end-users.
- Results-driven with a proven ability to meet and exceed sales targets.
- Self-motivated and able to work independently, while also collaborating with a cross-functional team.
- Willingness to travel nationally as required (up to 30% travel and high use of Teams Meeting Remote Sales).
- Valid driver's license

Preferred Qualifications:

- A technical degree or diploma in mechanical engineering, industrial technologies, or a related field.
- Previous experience working with a dealer network and OEM sales environment.

What We Offer:

- Competitive base salary + plus commission
- + Plus, Annual profit-sharing program
- + Plus, Car allowance
- + Plus gas expenses paid.
- + Plus, leave work at 11:00 AM every second Friday.
- Comprehensive benefits package, including health and dental coverage.
- 3 weeks paid vacation, increasing to 4 weeks after two years of service.
- Opportunities for professional development and career advancement.
- A supportive and dynamic team environment with a focus on innovation and growth.

How to Apply: Interested candidates are encouraged to submit their resume and cover letter to sales@faifiltri.ca the subject line "Business Development / Technical Sales Representative Application."