

Whether the economy is heading stratospheric or could be better, you've been able to consistently find and create opportunity for yourself and your company. You are fearless, passionate, and driven to succeed as a slurry pump sales professional. Not hitting your targets and meeting your goals is not an option and you are probably harder on yourself than anyone else in your drive to succeed. You love the thrill of the hunt; relish the relationships you build and cultivate with both the team that you are a part of as well as the customers who rely on you and your products to keep their business moving forward. You want to provide more than just a piece of equipment to your customer – you are a partner in their business and they rely on you for your insights, support, and expertise. You are proud of the products you represent.

**You are :**

- Proven, self-motivated, entrepreneurial, centrifugal slurry pump sales professional with a hunter mentality
- A prospecting savant with the ability to generate new leads and lead closure with End Users.
- Goal obsessed with high expectations of themselves and those around them; who will stop at nothing to reach their goals.
- Dedicated lifelong learner, innately curious, who continuously pushes themselves to grow their knowledge of: their markets; the competitive landscape; the products they represent; the people they work with and the sales craft as a whole.
- A strategist with the ability to develop and execute winning territorial plans, set aggressive targets, and drive new growth and opportunity across both existing and new End User customers and markets.
- An engaging presenter with strong communication skills who can read a room, think on their feet, and captivate customers' interest whether it be during an impromptu office chat on site, formal lunch and learn, or new product demonstration.
- A consummate networker and relationship builder who builds, cultivates, and is a trusted advisor to those in their particular universe.
- Strong mechanical and technical aptitude and centrifugal slurry pump knowledge. Ability to size, select, and recommend equipment understanding a customer's process, technical and system challenges.
- Passionate team player who will work with any and all departments and individuals.
- Submittal of weekly, quarterly and yearly planning and reporting by utilizing CRM and other internal tools to communicate sales and financial objectives and accomplishments with the management.



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### Required

- Proven Centrifugal Slurry Pump sales experience with success
- Pump Solution selling experience
- Direct sales to end user customers
- Strong Communication skills (both written and oral)
- Strong Organizational and time management skills
- Mechanical aptitude
- Ability to travel up to 50%-60% overnight
- Proven contact with decision makers in the mining industries
- Strong computer skills

In Hevy Pumps we've created a company that embodies the values of imagination and continuous improvement. Hevy pushes the limits of design to propel the future and challenge the industry to wake up and challenge itself to be more reliable, efficient and accountable to its customers and the environment. It's an exciting new future when "Heritage" and "Imagination" meet for the best of both worlds. For further information please visit our website at [www.hevypumps.com](http://www.hevypumps.com)