



THE RIGHT PEOPLE. THE RIGHT BUS.

## Outside Parts Sales Representative – AB & BC

Dynamic Specialty Vehicles is looking for a motivated and team-orientated Outside Parts Sales Representative to join our team. As the Outside Parts Sales Representative, you will be responsible for actively developing new revenue by onboarding new customers and increasing sales to existing customers within the Provinces of Alberta and British Columbia. The primary focus of this role is hunting new business and connecting with prospects to develop Dynamic Specialty Vehicles as their preferred parts vendor.

### Job Responsibilities:

- Developing new business leads through in person meetings and prospecting
- Following up on leads and conducting research to identify potential prospects
- Ensuring all communication with new or existing customers is logged into our CRM system
- Preparing and analyzing data to build a sales pipeline
- Offering professional, effective, and efficient solutions for customer inquiries
- Handling customer concerns effectively
- Providing guidance on price competitiveness, contact/customer input
- Participating in trade shows, training, and associated product meetings when necessary

### Education, Experience, and Requirements

- Outside parts sales experience
- Ability to travel regularly within AB and BC, and US as needed
- Excellent communication skills
- Client management skills
- Ability to work independently and as part of a team
- Ability to multi-task and adapt in a fast-paced environment
- Excellent selling and negotiation skills
- Ability to interpret and analyze sales data – window
- Proficiency with Microsoft Office

Wage: Competitive (based on experience)  
Plans: Medical, Dental, and Pension Plan  
Work hours: Monday to Friday from 8:00AM to 5:00PM  
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