



Address:
469 Silver Creek Industrial Dr.
Lakeshore, Ontario, Canada
N8N 4W2
Phone: 519-727-3287
Fax: 519-727-6681
Website: www.rekomold.com

Sales Representative, Tool & Mold

Reko Manufacturing Group Inc. is currently seeking an innovative, results driven individual to join our team. The successful candidate will proactively develop and cultivate new customer relationships and obtain sales leads in order to continually grow as a well-respected organization in the tool and mold industry.

Your Impact:

- You will actively develop and execute a sales strategy to target new business opportunities and prospective customers in tool and mold
- Working closely with our engineering team, you will provide our customers with solid proposals and concepts
- You will obtain request for quotes from the customer, providing feedback on pricing and concept to the estimating team
- You will know how to navigate large corporate structures in order to find and create key customer contacts and relationships
- You will be responsible for reporting and participating in sales strategy sessions
- Other duties as assigned

What you bring to the team!

- Tool and mold experience is preferred – we like to hire staff with critical thinking skills who can search for answers on their own and make intelligent decisions
- You are an experienced sales professional with strong sales and technical skills
- You have experience working in the tool and mold industry or have in-depth knowledge and valuable contacts with companies
- You will be working cross-functionally both internally and externally which means you need exceptional verbal, written, and interpersonal communication skills
- You are a team player or a team leader, capable of keeping others motivated and engaged
- You are comfortable in a fast-paced environment, ready to jump in quickly to set up a plan and be diligent
- Organization and Time Management will be critical to your success – you need to be able to prioritize and take on several critical projects at once, adapting quickly to new situations
- You have a passion for constant improvement – always looking to do things better (both personally, as part of a team, and for the company)
- Reko is an organization that is focused on results and we are looking for someone who knows how to get the job done, regardless of circumstance

Salary

- Based on experience, per annum base salary plus commission
- Commission and bonuses awarded based on sales



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About us:

Strengthening communities by advancing manufacturing.

Reko International Group Inc. is a publicly traded manufacturing company located in Southwestern Ontario. Established in 1976 we are a diverse value-added designer and manufacturer of customized engineering solutions to OEMs and their Tier 1 suppliers in dynamic sectors as rail equipment, oil and gas distribution, mining, aerospace, and automotive. We provide engineered solutions under two distinct business units.

We are continuously seeking out the best and the brightest to become an integral part of a life-long opportunity and contribute to a vibrant future at our company. At Reko, we invest in our people and give them the tools they need to achieve success by offering apprenticeship programs, tuition reimbursement, and referral bonuses.

Our goal is to help our employees create their own success by providing every opportunity for them to thrive. We offer a healthy work-life balance, competitive wages and benefits, opportunities for personal and professional growth, a company contributed retirement savings plan, recognition awards, corporate discount programs and much more!

Invest in your future, join the Reko team today!