

Sales Representative with Rutter

Rutter Inc. (Est. 1998) is a privately held global enterprise, delivering world-class technologies to improve safety, security, and environmental protection through its *sigma* S6 products. Rutter provides innovative radar technologies to multiple sectors including renewable energy, research, marine operations, oil & gas, and defence. We are currently seeking a **Sales Representative** to join Rutter's team in St. John's, Newfoundland & Labrador.

Primary Duties and/or Responsibilities will include, but are not limited to:

- Lead generation and opportunity qualification;
- Develop, manage and provide support to external representatives / dealers within a geographic territory;
- Build and deliver RFIs, RFPs, as well as formal quotes and tenders to clients;
- Maintain extensive knowledge of current market conditions;
- Competition reporting by providing marketplace information on pricing, products, and delivery schedules, etc.;
- Maintain internal sales support documentation;
- Other duties as requested by management.

Preferred Qualifications and Experience Requirements:

- Completion of a post-secondary program in Communications, Business, Engineering or equivalent;
- Strong interpersonal and networking skills;
- Effective presentation capabilities;
- Capable of operating in a high paced dynamic team environment;
- Available to travel nationally or internationally when required;
- Proficiency with Microsoft Office;
- Experience with commercial trade shows;
- Assets would include:
 - 3+ years of industry experience;
 - Multilingual;
 - CRM knowledge (SalesForce).

Why you should want to join Rutter:

- Exceptional opportunity for professional growth within a global enterprise based in St. John's, NL;
- Competitive salary, comprehensive benefits package and a profit sharing through a progressive bonus system;
- RRSP contribution matching plan;
- Attractive and flexible vacation/time-off policies.

If this position interests you, please send your résumé to the email address below quoting the job title by **Monday, October 31, 2022:**

Rutter Inc.
Attention: Human Resources
30 Hallett Cres, Suite 102
St. John's, NL, Canada A1B 4C5
Email: careers@rutter.ca
www.rutter.ca

Rutter Inc. is an equal opportunity employer.

Please cite the job title when responding. All resumes will be received in confidence.
We thank all candidates for their interest, but only those selected for interviews will be contacted.

