

# TECHNICAL SALES REPRESENTATIVE

## DESCRIPTION

A technical sales representative combines technical knowledge with sales skills. They sell a range of technical goods and services, such as construction products, materials and equipment to construction contractors, designers (architects and engineers) and the owners of construction projects.

## SKILLS

- Strong communication, analytical, problem-solving and decision-making skills
- Attention to detail with the ability to promote sales
- Great math skills
- Work independently as well as with a team
- Ability to build and maintain good customer relations

## DUTIES

- Assess clients' needs and recommend the appropriate goods or services to promote sales
- Develop reports and proposals, prepare sales presentations and administer contracts
- Estimate costs of installing and maintaining equipment or service
- Consult with clients after sale to resolve problems and to provide ongoing support
- May train customers' staff in the operation and maintenance of equipment

## EDUCATION

- **A university degree or college diploma is required**
- Must stay up to date on technology and industrial products, telecommunications or computer products and services

## RELATED PATHWAY OPTIONS

- Purchasing Agent
- Operations Manager

**SALARY RANGE \$45,000 to \$125,000**

VISIT [WWW.MYOCCA.CA](http://WWW.MYOCCA.CA) FOR MORE CAREERS IN CONSTRUCTION

## WHERE TO TRAIN

N/A

## OTHER OPTIONS

CONESTOGA COLLEGE CIVIL ENGINEERING

CONFEDERATION COLLEGE CIVIL ENGINEERING TECHNOLOGY

FANSHAWE COLLEGE CIVIL ENGINEERING

CAMBRIAN COLLEGE CIVIL ENGINEERING

LOYALIST COLLEGE CIVIL ENGINEERING

ALGONQUIN COLLEGE ENGINEERING

ST LAWRENCE COLLEGE CIVIL ENGINEERING

CANADORE COLLEGE CIVIL ENGINEERING

NORTHERN COLLEGE CIVIL ENGINEERING

SENECA COLLEGE CIVIL ENGINEERING

ST. CLAIR COLLEGE CIVIL ENGINEERING

MOHAWK COLLEGE CIVIL ENGINEERING

DURHAM COLLEGE CIVIL ENGINEERING

## GETTING STARTED

### THE OCCA CAN HELP YOU EXPLORE THESE THREE PATHWAYS:

1

You can begin by applying for a job directly in the Construction Industry. Once you begin working with a Construction Company or Contractor you will quickly gain the necessary skills needed to advance yourself through in-house, work-as-you-learn training.

2

You can get started through an apprenticeship program by combining on the job training with technical in-class training, gaining experience and increased responsibility. You can work in the industry, get paid, and work towards earning credits .

3

You can enroll in a University, Community College or a Private Technical School to study and prepare yourself for a Career in Construction. All of this information may be found through our website.

