



Subsidiary of Federal Signal Corporation

WHO WE ARE:

Joe Johnson Equipment (JJE) a subsidiary of Federal Signal (FSS NYSE) is the leading distributor of mobile infrastructure-maintenance equipment for municipalities and contractors across Canada and the US. Through our branch network, we sell, rent, lease, service and support Vacuum Trucks, Refuse & Recycling Collection Vehicles, Street Sweepers, Snow Removal Equipment, Mowing Equipment, Ice Resurfacing Equipment, Sewer Cleaners and Inspection Cameras.

JJE is a dynamic and growing organization, focused on maintaining an Employer of Choice culture that is committed to providing challenging and rewarding career opportunities. JJE employees enjoy competitive compensation packages, robust group benefits and an opportunity to grow professionally within a supportive, team-oriented and stable work environment.

JJE is a proud subsidiary of Federal Signal Corporation.

OUTSIDE SALES REPRESENTATIVE CONTRACTOR & UTILITY MARKET

LOCATION: NEW YORK STATE
POSITION TYPE: FULL TIME

POSITION SUMMARY:

The Outside Sales Representative for the Contractor and Utility market will be focused on developing new customers and servicing existing customers within the state of New York, acting as an ambassador and expert in the products represented by Joe Johnson Equipment. This position will spend the majority of their time (approximately 85%) in the field with customers, with access to an office and Service Facility located in Rochester, NY. They will also work closely with a dedicated Inside Sales Specialist (ISS).

The ideal candidate for this position will reside within New York state.

POSITION QUALIFICATIONS:

- Experience in Inside or Outside Sales position, preferably in the utility, heavy equipment, heavy truck, automotive, construction or agricultural industry - applicants with Outside Sales experience considered preferred
- Exceptional sales and customer service skills
- Experience selling in the contractor market considered an asset
- Strong understanding of the full sales cycle (prospecting, demos, quoting, deliveries)



705.733.7700



jjei.com

705.733.8800



info@jjei.com

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- Willingness and interest to learn the equipment hands-on and perform equipment demonstrations
- Mechanical aptitude considered an asset
- Proficient with Microsoft Office programs and experience with a CRM
- Possession of a CDL license or willing to obtain as a condition of continued employment (Company training is available)
- Valid US passport and ability to travel to Canada or overseas on an occasional basis for training and meetings
- Self-motivated and results-oriented with a proven successful sales record
- Dynamic and positive attitude
- Strong relationship-builder
- Tenacious and demonstrated ability to persevere within cyclical markets
- Ability to work within a flexible schedule to meet customer needs

KEY ACCOUNTABILITIES:

- Responsible for full scope of sales activities throughout New York State, with a focus on increasing sales in alignment with established annual targets
- Collaborate and work effectively with assigned Inside Sales Specialist and the Municipal and Industrial specialty products team
- Prospect new accounts and maintain existing accounts with a focus on providing exceptional customer service
- Provide demonstrations and training as required to effectively represent the product lines within the territory
- Attend industry events, training or tradeshow to ensure up-to-date knowledge on assigned products and to represent the organization within the industry
- Prepare forecasts and reports related to assigned territory
- Collaborate effectively with other departments to ensure optimal customer satisfaction

WHY WORK AT JJE?

- Competitive compensation package – includes salary, commissions and company vehicle
- Premium Health Insurance program
- 401 (k) Employer Matching Program
- Work boot and prescription safety glasses reimbursement
- Tuition and Professional Development Paid
- Opportunity to grow professionally
- Best-In-Industry product lines
- Safety Focused
- Exceptional Team Culture



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We are an Equal Opportunity Employer and we encourage applications from all qualified persons, however only those who are being considered for the position will be contacted. If you are contacted for an interview and require any accommodation, please notify HR in advance and we will provide applicable accommodation.

HOW TO APPLY:

**Please send a cover letter and resume to Human Resources
Please use "Outside Sales Representative, Contractor & Utility Sector" as subject line**

Email: careers@jjei.com



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