



Outside Sales/Business Development Specialist

Company Description:

Lopes Limited provides industrial, construction, and installation services to various industries such as mining, energy, chemical, and oil. Our company is located on a 400-acre industrial park, conveniently situated next to the Trans-Canada Highway with a spur connecting to a main rail line. This unique location allows us to efficiently build, store, and ship all of the products we fabricate.

For over 45 years, Lopes has been providing quality workmanship for a wide range of projects. Building strong relationships with our clients, subcontractors, and suppliers is the key to our success, and we are committed to maintaining the highest standards of integrity in all of our partnerships. Our main priority is delivering successful projects that meet our partners' specifications safely and on time.

Job Description:

Lopes Limited is seeking a dynamic and results-driven Outside Sales/Business Development Specialist to join our Mine Supplies Department. The successful candidate will act as a liaison between our department and clients, providing comprehensive product information about our products and services.

Responsibilities include but are not limited to:

- Act as a liaison between Lopes Limited Mine Supplies Department and clients, providing accurate information about our products and services.
- Regularly travel to engage with existing clients and prospect new ones, fostering strong business relationships
- Collaborate with the team to maximize sales profitability and growth
- Effectively sell Mine Supplies products while ensuring customer satisfaction
- Articulate the benefits on our products and offerings to potential customers, addressing queries and providing accurate information.
- Identify potential customers through diligent research
- Assist in resolving customer issues and complaints, ensuring a high level of customer satisfaction
- Participate in mining industry events and tradeshow

- Stay up to date with industry trends

Qualifications:

- Proven experience in mining accessories sales considered an asset
- Prior customer service experience
- Possession of a valid driver's license and ability to travel regularly
- Excellent communication skills to interact effectively with clients and team members
- Demonstrated aptitude for problem-solving
- Self-motivated and adaptable to change
- Strong organizational skills
- Results-driven
- Proficient in conflict management and problem-solving
- Ability to work independently and collaboratively with a team
- Fluent in computer literacy
- Bilingual in French and English considered an asset
- Detail-oriented with a high level of accuracy
- Comfortable working in a fast-paced environment

Please note that applicants must be legally entitled to work in Canada.

Lopes is committed to hire the most qualified individuals for each position based on experience and merit. Accommodation will be extended throughout the hiring process, as required and upon request.

We thank all applicants for their interest, however, only those selected for further consideration will be contacted.

This position will be posted until the proper candidate is found.

Should you have any questions or concerns regarding any information posted in this description please reach out to Julie Lacroix at jlacroix@lopes.ca.

THANK YOU