Technical Sales Specialist

Canapro International Ltd

Job ID
10356

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LOCATION	DATE POSTED	EXPIRY DATE
1001 1st St SE, Calgary, AB| Alberta	05-08-2026	01-02-2027

TYPE OF JOB	SALARY	MIN. EXPERIENCE	MIN. EDUCATION
Full Time	CAD 36.85 - 38.00 per hour	3 years to less than 5 years	College/CEGEP

Job Details

We, Canapro International Ltd., are looking for a permanent, full-time Technical Sales Specialist to join our dynamic team!

Position: Technical Sales Specialist (NOC 62100)
Terms of Employment: Permanent, Full-time
Hourly Wage: $36.85 – 38.00 per hour, 30 – 40 hours per week
Expected Start Date: As soon as possible
Work Location: 1001 1st St SE, Calgary, AB T2G 5G3

Duties and Responsibilities include but not limited to:
• Identify and target prospective clients
• Consult with clients a er sale to provide ongoing support related to Oil & Gas services and other chemical products
• Present, promote and sell services using solid arguments to existing and prospective clients
• Assess clients? needs and resources and provide recommendations for the appropriate and suitable services
• Perform cost-benefit and needs analysis of existing/potential clients to meet their needs and expectations
• Prepare and administer sales contracts; ensure to record and save contracts accordingly
• Ensure to get familiarized with the details of services, products, and policies of the company
• Approach with the best possible solutions when encountered with potential conflicts/issues, such as client complaints
• Responsible for developing and maintaining profitable business models to increase sales
• Oversee online basis sales transactions
• Review sales performance, prepare and submit reports
• Assist in hiring and training new sales assistants when needed

Position Requirements and Qualifications:
• A university degree or college diploma in a related field such as chemical/petroleum/mechanical engineering and geography
• Several (3-5) years of work experience in technical sales (related to Oil & Gas, Energy, and other chemical products, etc.)
• Ability to build and maintain a good relationship with clients
• Strong organization and effective interpersonal skills
• Team player – positive, organized, reliable and motivated, Client focus

Work Conditions and Physical Capabilities:

Fast-paced environment; Work under pressure; Attention to detail

How to Apply:

If you are interested in the position and would like to join and grow with us, we encourage you to send us a Cover Letter and Resume by email to canapro.yyc@gmail.com

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