

Critical Air Filtration - Technical Sales Representative

APC is an ISO 9001.2008 quality managed manufacturer with factories in Canada and China providing over 33 years of air filter design, engineering, manufacturing, filter testing and appliance integrity testing to global manufacturers of industrial, commercial and domestic equipment and appliances.

Our mission is to maintain our reputation for excellence in air filter design, engineering, appliance testing and manufacturing of high quality and innovative filter products for our customers. Continuous product innovation, partnerships with OEM's (original equipment manufacturers) and approved raw material suppliers provide resilient relationships for future success and sustainability

We seek a Critical Air Sales Representative knowledgeable in HEPA and ULPA filtration, equipment and applications for North America.

This position does not require relocation.

Candidates must have a strong background in critical air filtration for diversified industries and a track record selling to original equipment manufacturers (OEM's) of industrial, commercial and domestic appliances and equipment.

Skills

Candidates must have a minimum of five (5) years experience working within an ISO.9001 Quality Management System with a proven record of successful sales, management, customer negotiations and performance measurement.

The ideal candidate will have:

- Excellent sales and negotiation skills.
- An excellent understanding of HEPA and ULPA air filtration requirements.
- A proven sales record with measurable sales plans, goals and market diversification.
- Excellent oral and written communications skills.
- The ability to multitask and take accountability for actions and decisions.
- Excellent computer skills working with CRM, MS Word and Excel

We offer a competitive salary, incentive bonus plan, paid travel expenses, 401K/profit sharing and compensated healthcare.

This position is open to candidates located in The United States of America and Canada.

Please reply with a cover letter to: hr@apcfilters.com