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FLO, the “Leading” Canadian supplier of **SKF / LINCOLN** Auto Lube Systems, **GRACO / ALEMITE** fluid handling systems and **AFEX** Mobile Heavy Equipment Fire Suppression Systems, has an immediate opening for the following position.

TERRITORY SALES MANAGER – EAST GTA / YORK / SIMCOE REGIONS

Flo Components, a leading supplier of lubrication and fire suppression solutions is expanding to fill an immediate position; Territory Sales Manager – Simcoe/York/GTA. You are recognized by your peers and management for having superior customer service skills, helping customers achieve their goals through knowledge and application of product knowledge. Using your superior English verbal and written communication skills, you’ve been successful at establishing strong personal relationships with key contacts in both current and prospective clients.

You have prior success selling high value services in a competitive environment with a solid track record of sales growth through effective prospecting and business development strategies. With the majority of your time spent growing new business, your organizational and time management skills are above average.

The ideal candidate should have a post-secondary education with a minimum of three years of related work experience in equipment and / or industrial sales. Knowledge of fluid power, lubricants, truck parts, construction equipment, bearings, hydraulic hose plus past experience selling major truck and construction companies and dealers would be a definite asset. You will have a strong working knowledge of computers, the Internet, MS Office software and a CRM (preferably SalesForce.com).

You have a home office complete with a computer, and high-speed internet connection.

You have a valid “G” license with a clean driving record and a late model vehicle.

We offer a competitive salary, a cell phone, benefits, business expense allowance and a sales bonus incentive program. Product training provided to motivated individuals.

START DATE: ASAP

Please mail your resume or direct any questions to...

Chris Deckert @ hr@flocomponents.com

Established in 1977, and based in Mississauga, Ontario, FLO Components uses application expertise, qualified installation & service technicians combined with high-quality products to provide cost effective “Solutions” for all types of lubrication, fire suppression & fluid handling applications. In addition to systems, equipment & lubricants, FLO Components “Solutions” include systems design, on-site installation, in-house and on-site service, scheduled on-site maintenance plans, personnel training and lubrication audits.

***For Total Lube Solutions,
GO WITH THE FLO!***