

Sales representative – Toronto, Ontario

Be part of the change. Be part of Sinopé.

Sinopé Technologies builds the (smart) home of tomorrow. One that communicates, that evolves, and that answers consumers needs by offering a way to control all IoT devices from a single space. The Sinopé home goes beyond compatibility: our devices and platforms are made for each other to bring stellar performance.

We're behind smart thermostats for the broadest variety of heating systems, smart lighting, specialized control solutions, and water damage protection. And so many more products are adding up to that lineup.

We also design smart devices and platforms for other renowned companies across North America. Maybe you're even already using Sinopé Technologies' products without knowing it.

If you thrive in a fast-paced and dynamic environment, join our team today > hr@sinopetech.com

Why should you join Sinopé Technologies' sales team?

Sinopé Technologies designs high-quality devices for luxury home automation systems as well as for your neighbor's home who equips one room at a time. Our devices are made to give the most comprehensive control at the best price. How so? We're a manufacturer with vertical integration – our supply chain is highly efficient, and nearly everything is done in-house, including design creation, engineering, and programming.

Plus, we're a Canadian company. Sinopé devices are proudly designed here in Canada.

What we're looking for :

Leadership, autonomy, and initiative. The selected candidate will directly work under the Commercial Director based in Sinopé Technologies' headquarters in Saint-Jean-sur-Richelieu, QC. His or her main goal will be to develop the Ontario market.

The candidate will work remotely with occasional visits to the headquarters in Quebec. Full training and support will be provided.

What your job will be day one:

- Grow the Ontario market and develop sales volumes for new and existing B2B and B2C customers;
- Bring out-of-the-box ideas and contribute to the implementation of sales strategies;
- Build and develop relationships with existing and new clients.

The skills you need to have:

- Interpersonal skills and attitude focused on customer satisfaction
- Good negotiator
- Strong English oral and written communication skills
- Leadership, autonomy, and sense of initiative
- Good management of priorities
- Rigor and respect of deadlines
- Versatility
- Team spirit

Our requirements:

- Relevant college degree or related education
- 3 to 5 years of relevant sales experience
- Strong knowledge of the Office Suite (Excel, Word, PowerPoint)
- Valid driver's license
- Must live in the Greater Toronto area

What we are offering :

- A dynamic and fast-paced environment where decisions are made efficiently;
- The opportunity to work with a multidisciplinary team: all marketing, communications, engineering, and client support teams work hand-in-hand to provide all that is needed by the sales teams;
- The possibility to work in a market that is quickly expanding with tons of opportunities.

Date of entry: as soon as possible