

## Internal Sales Representative

Be part of the change. Join Sinopé.

Sinopé Technologies conceives the smart house of tomorrow. A house that communicates, evolves and responds to consumers' needs by offering them a unique environment in which they can control all their connected devices. The Sinopé house goes beyond simple compatibility. Its platforms and products are made for each other and offer exceptional performance.

We design smart thermostats for the widest variety of heating systems as well as lighting, specialized control and water damage protection solutions. Several other products are in development. We also create platforms and smart devices for various renowned companies in North America. You probably already use products of Sinopé Technologies without even knowing it.

Want to join a dynamic team in a stimulating environment? Apply now for a job in R&D > [rh@sinopetech.com](mailto:rh@sinopetech.com)

### **Join the sales team at Sinopé Technologies. Here's why you should:**

We design top quality devices for luxury home automation systems as well as for your neighbor who equips his home one room at a time. Our products are designed to give the most complete control at the best price. Our secret? We are a vertically integrated manufacturer - our supply chain is highly efficient and almost everything is designed in-house. From design to engineering to programming, we offer a product proudly made in Quebec.

### **What we are looking for:**

Leadership, autonomy and initiative. The selected candidate will evolve directly under the Sales Manager of Sinopé Technologies' head office located in Saint-Jean-sur-Richelieu, Quebec. His/her main mandate will be to assist and support the sales representatives in Quebec and in the rest of Canada, as well as to contribute to the development of the different markets.

The selected candidate will work directly at the Sinopé Technologies head office and must be able to travel there on weekdays, Monday to Friday.

**Your responsibilities:**

- Contribute to the development of potential markets;
- Assist the Quebec sales team and those in the rest of Canada;
- Provide original ideas and actively contribute to the development of sales strategies;
- Build and develop relationships with new and existing customers.

**Essential skills:**

- Interpersonal skills and customer satisfaction oriented attitude;
- Good negotiator;
- Strong oral and written communication skills;
- Bilingual (French and English);
- Leadership, autonomy and initiative;
- Good priority management;
- Rigor and respect for deadlines;
- Versatility;
- Team spirit.

**Qualifications:**

- College diploma or other relevant qualification;
- Complete knowledge of the Office suite (Excel, Word, PowerPoint);
- Valid driver's license;
- Must live on the South Shore of Montreal.

**What we offer:**

- A dynamic and fast-paced environment where decisions are made efficiently;
- The opportunity to work with a multidisciplinary team;
- The opportunity to evolve in a high-growth market in a stimulating environment.

**Other benefits:**

- Various activities and surprises organized every month;
- Young and dynamic team, friendly environment;
- Quality of life: a healthy and stimulating work environment focused on work-family balance and the well-being of employees;

- Group insurances;
- Registered Retirement Savings Plan (RRSP) Employer Matching Program (RRSP);
- Training and professional development.

**Starting date:** as soon as possible