

# Mechanical/Valve Product Specialist

**Employer:** Chess Controls Inc.

**Posted:** 13 months ago

**ES Job ID:** 14003

**Sector(s):** Skilled Trades

**Closing Date:** March 20, 2023

**Location:** Sudbury

**Duration:** Full Time

## Job Description:

Chess Controls is looking for a Mechanical / Valve product specialist to support our sales team and our clients. Location: based from our Sudbury office, potential option for remote. Some travel required throughout Northern Ontario and Abitibi region of Quebec

We are actively seeking an individual who is interested in a full time career as a Valve (Mechanical) product and sales specialist to join our team. Our ideal candidate is a detail-orientated individual with a proven track record relating to the application of valves, actuators and fittings in mining, steel, pulp and paper and water treatment. Our ideal candidate is passionate about building meaningful business relationship and providing solutions that solve our client's problems. You enjoy a positive work - life balance. You are motivated by new exciting challenges. You take pride in providing all clients with an excellent customer experience.

## Job Description

Mechanical specialist, responsible for supporting our sales team and clients in the application and selection of valves - actuators - fittings in mining - steel - pulp and paper - water treatment. As the Valve specialist, you will work as part of a team of trusted advisors, invest the time to understand our clients needs - processes - timeline to ensure we provide the best solutions for the applications.

## Responsibilities

- In house product - application specialist for Valves - Actuators - Fittings.
- Support Chess Controls sales team and clients in the selection and application of Industrial Valves - Actuators - Fittings.
- Build, prioritize and maintain relationships with key clients.
- Build and maintain networks and presence in the industrial industry through participation in events and associations.
- Present solutions, products and services to existing and new customers.
- Review application with clients/ consultants in order to select the best solution / product for the application and budget.
- Develop / maintain relationships with key mechanical contractors and consultants
- Work as part of a team of professional sales representative driven by strong values and goals.
- Use and maintain CRM system to support customer relationship management and new business development.

## About Us

Chess Controls Inc. is a Northern Ontario based company specializing in the supply of Valve - Process Control - Instrumentation - Automation - Power - Integrated Solutions. We represent a select group of quality manufacturers servicing the industrial market requirements throughout Northern Ontario and the Abitibi Region of Quebec.

## What we offer

- More than a job, a career with plan for personal growth.



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- In depth hands on training.
- Established clients and seasoned team of co-workers.
- Ongoing guidance and coaching.
- Demo truck for on site live presentation.
- Laptop, smart phone and other sales tools.
- Base salary + bonus
- Benefits / Pension Plan
- A work/life balance crucial to maintaining mental wellness and productivity.

**Required Skills:**

- Strong mechanical background
- Strong technical knowledge of valves, actuators and fittings.
- Strong communicator and presenter, familiar with remote presentation tools such as Teams and Zoom.
- Knowledge of mining process and other industries where valves and actuators are used as part of the process.
- Self motivated with entrepreneurial spirit, driven by strong values.
- Ability to travel to client sites and attend local and out of country training.
- Valid Driver's license.
- Bilingual and asset.

**How to Apply:**

Apply to: [marcel@chesscontrols.com](mailto:marcel@chesscontrols.com)

Application deadline: 2023/03/20

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