

## **Job Description – Technical Sales Manager**

### **About Twenty20 Insight**

Twenty20 Insight is an established small business that has been providing top-quality products to the defence and security market since 1998. Our dedicated team has extensive operational experience and a large network of contacts throughout the industry. Twenty20 Insight is the Canadian distributor for a selective group of international partners specializing in military equipment. To learn more about what we do, please visit our website: [www.twenty20insight.ca](http://www.twenty20insight.ca)

### **Job Summary**

The Technical Sales Representative will manage several existing key accounts from business development to sales management. In addition to existing accounts, there is an opportunity to be the lead in the development of a new sales division.

### **Job Responsibilities**

- Set up and attend client meetings.
- Respond to sales enquiries.
- Plan and perform product demonstrations for customers.
- Attend Trade Shows as required.
- Assist in the planning of trade shows as required.
- Provide training to end users.
- Visit key accounts for meetings, training, and product demonstrations.
- Write sales reports.
- Develop and execute a sales plan for a new business division.
- Draft responses to formal requests for information
- Draft bids for solicitations.
- Other duties as required.

### **Education and Experience**

- 5+ years of relevant industry experience.
- A bachelor's degree in business or engineering or a relevant college diploma.

### **Other requirements**

- Language requirement: English essential, French is an asset.
- Excellent verbal and written communication skills.
- Possesses strong organizational and time-management skills.
- Must be able to learn, understand and sell complex technical products.
- Must be willing to travel internationally and within Canada. Travel will be required approximately 6-8 weeks per year.
- Military experience is an asset.
- Security level required: Reliable Status.
- This is a hybrid position. The ability to work from home combined with attending meetings, and occasional commutes to head office is required. Job location: Ottawa, ON

Salary is based on qualifications and experience. Total compensation will include a base salary, and commission and a bonus for positive results. This is a 1 year contract position with the possibility of contract extension and/or becoming permanent.