



Noveko International Inc. is a Canadian company based in Montreal that offers global, innovative solutions in environmental and medical fields. The Company, through its subsidiaries, specializes in the following fields of activity: the development and marketing of air filters, masks and other products with antimicrobial properties - and the development, manufacture and marketing of real-time portable ultrasound scanners for human and veterinary medicine. We are currently seeking for a :

Sales Representative - Railway industry in New York

Under the responsibility of the Vice President of Sales of Noveko Inc. (Subsidiary of Noveko International Inc.), the Sales Representative (based in New York) - Railway industry in New York will be expected to notably:

- In collaboration with the of the Vice President of Sales, participate in developing the master plan of business development for filtration products in the railway industry in New York City Area, ensure its implementation in developing sales strategies and specific action plan to meet the objectives ;
- Manage relationships with customers interested in filtration products in the railway industry in New York City Area and advise and offer products that meet their needs ;
- In collaboration with the marketing team, participate in outreach activities (eg fair, exhibitions, presentations, etc..) and public relations activities to publicize filtration products in the railway industry in New York City Area offered by Noveko and initiating contacts with potential customers ;
- Maintain excellent relations with his or her business network and develop strong and lasting business relationships with existing and potential customers ;
- Assist and support clients during the installation of filtration products in the railway industry in New York City Area.

You hold a bachelor's degree in marketing or a technical diploma in any other relevant discipline (an asset).

You have more than 5 years of relevant experience in sales and business development in the railway industry in New York City Area (essential).

You have worked in sales or installation of train components in New York City Area.

You demonstrate a good knowledge of the railway industry and a very good experience in the tendering process for obtaining contracts in the public sector.

You have experience in project management.

You have experience in the field of filtration (asset).

You are motivated, dynamic, passionate and creative in your approach to sales and are an excellent communicator who inspires confidence, is tactful and diplomatic.

Please send your resume to: novekojobs@noveko.com.

Only those candidates under consideration will be contacted.