



Come Grow with Us!

Sales Specialist- Engineering & Specialty Equipment East Coast- Quebec, New Brunswick & PEI

HJV Equipment is a growing agricultural equipment distributor in business for over thirty years. Our vision is twofold and integrated: to become the premier specialized agricultural equipment distributor in the world, and to successfully train and develop our employees; enhancing their lives by providing them a rewarding and challenging work environment. HJV provides opportunities for exciting careers in a fast paced, technologically advanced industry with an industry leader. We are looking for talented individuals to join our team.

We are currently seeking a Sales Specialist to support and grow sales of HJV's specialized engineering products, including wash lines and root crop handling equipment, across the East Coast. This role also provides the opportunity to sell new and used Specialty Agriculture Equipment. The position combines technical sales, customer-focused solutions, and project coordination for specialty vegetable and agricultural operations.

Position Summary

Reporting to the Director of Sales, the Sales Specialist is responsible for driving sales of HJV's engineering product solutions while supporting project coordination and execution across Quebec, New Brunswick, and PEI. The ideal candidate brings strong technical knowledge, consultative selling skills, and the ability to work closely with customers, vendors, and internal teams to deliver customized solutions. This role requires frequent travel and the ability to operate used equipment as required.

Language Requirement: Bilingual in French and English (Mandatory)

Job Description:

- Prospect new business opportunities and maintain strong relationships with existing customers
- Provide exceptional, value-added service aligned with customer operational needs
- Meet sales targets and contribute to overall revenue growth
- Prepare timely and accurate sales reports, quotes, and orders
- Maintain expert knowledge of product availability, benefits, applications, and pricing
- Attend vendor and dealer meetings to stay current on product innovations and updates
- Coordinate with Aftermarket Parts and Service teams on installations, calibrations, order tracking, and inventory management
- Oversee engineering projects from planning through implementation, ensuring projects are completed on time, on budget, and to specification
- Collaborate closely with vendors, contractors, and internal Engineering teams
- Operate used equipment for demonstrations, installations, or customer support when required
- Travel regularly throughout Quebec, New Brunswick, and PEI


- Promote and comply with HJV Health & Safety policies and applicable legislation
- Actively support HJV's core values: Respect for Others, Spirit to Serve, and Continuous Improvement

Key Performance Indicators

- Achievement of assigned sales and revenue targets
 - Successful delivery of engineering projects (timeline, budget, quality)
 - Customer satisfaction and retention
 - Effective collaboration with internal teams and external partners
 - Compliance with Health & Safety and operational standards
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Requirements:

- Post-secondary education in Agriculture, Engineering, Crop Science, or a related field, or equivalent practical experience
- Bilingual in French and English (required)
- Strong technical aptitude with the ability to operate new and used agricultural equipment
- Proven consultative selling and relationship management skills
- Project management experience with a demonstrated ability to manage multiple initiatives
- Strong negotiation, leadership, and problem-solving abilities
- Financial acumen with experience managing budgets
- Proficiency in Microsoft Office; CAD experience is an asset
- Engineering Technologist designation considered an asset
- Ability to thrive in a fast-paced, customer-focused environment



If you are interested in joining a company with a family culture, committed to employee development, we'd like to hear from you. We offer a competitive benefits package including Health, Dental, LTD, Life, Extended Health Care, Registered Retirement Savings Plan, Employee Assistance Program, Discount Program and other perks. For more information on HJV Equipment please visit www.hjvequip.com.

*To apply for this opportunity, please forward your resume to hr@hjvequip.com. Accommodations are available on request for candidates taking part in the recruitment process. Thank you for your interest in
HJV Equipment!*