



Are you passionate about sales?  
Do you have at least one (1) year experience in sales?  
Are you looking for a career trajectory that sets you up for success?  
Are you eager to launch a successful career in technical solutions-based sales?

If you've answered yes to the above, then you're in the right place!

**We are seeking four (4) motivated Inside Sales Engineers to join our Sales Training & Mentorship Program.**

### **Why Work at Vista Solutions?**

Founded in 2003, Vista Solutions is the North American leader in turnkey machine vision solutions and services for manufacturing. Vista serves Fortune 500 clients across diverse industries such as Automotive, Food and Beverage, Consumer Products/Electronics, Metal Fabrication and Processing, Road Infrastructure and Maintenance, Packaging, and Pharmaceutical.

### **What does our Sales Training Program Involve?**

The Sales Training and Mentorship Program is a two-tiered training curriculum designed to enhance the skills of both new and seasoned junior sales professionals aiming to elevate their careers. As an Inside Sales Engineer, you will work closely with industry professionals to learn, understand, and apply our sales techniques and product knowledge.

You'll undergo comprehensive 90-day sales training with check-ins at 30, 60 and 90 days. Note that successful candidates will transition into the second stage: the Sales Mentorship Program, which provides 1-on-1 personal development and collaboration with experienced sales professionals.

### **What the Sales Training and Mentorship Program offers:**

This one-year program consists of on-the-job experience and a variety of robust training and networking opportunities. The goal is to equip our Inside Sales Engineers with the necessary skills and tools needed to thrive at Vista Solutions.

After one year, the program aims to promote successful Inside Sales Engineers who demonstrate the necessary skills into a permanent Technical Sales Engineer position.

#### **Mentorship:**

- You'll report directly to the Director of Sales, an exciting opportunity to learn from a key stakeholder in the company;
- You'll work closely with our outside sales team to support our Technical Sales Engineers;
- Collaborate with the sales team to share insights, strategies and best practices; and
- Collaborate with other departments to learn the operations, ensure a seamless sales process, and ensure client satisfaction.

#### **Lead Generation:**

- Generate leads and sales opportunities through research, prospecting, networking, and outreach (both cold and warm outreach via phone, email, etc.) with new and existing clients.

#### **Qualification and Sales Process:**

- Qualify leads by evaluating potential needs and aligning them with Vista's solutions and services;
- Scheduling client meetings and accompanying Technical Sales Engineers as directed; and
- Support Technical Sales Engineers by assisting in the development of sales materials, preparation for meetings, preparing proposals, and providing other administrative assistance as needed.



**CRM Management:**

- Utilize NetSuite ERP and other CRM systems as the primary tool for managing and tracking the selling process, ensuring information entered is up to date for all outreach activity, leads, and opportunities.

**Reporting:**

- Provide regular updates on sales activities, opportunities and pipeline status to the Director of Sales or other stakeholders as required.

**What You Bring:**

- Bachelor's degree in Engineering (Electrical, Mechanical or Mechatronics), or Computer Science;
- Minimum one (1) year experience in cold calling, outreach and opportunity generation;
- Strategic thinker with a growth mindset and the ability to problem solve;
- Self-starter with the ability to work on own initiative and as a team member;
- Strong communication, presentation and interpersonal skills with the ability to build relationships with various stakeholders and clients;
- Ability to work in a fast-paced environment and adapt to changing priorities;
- Strong attention to detail;
- Proficiency in MS Office Suite and CRM software;
- Possess a valid G Class driver's license and reliable vehicle, as ability to travel with their own vehicle to the clients' locations is a significant and inherent component of the job;
- Ability to travel regionally within North America as needed;
- Ability to travel across the US/Canada border;
- Able to meet the requirements of a TN Visa; and
- Police clearance upon hire.

We thank all applicants for their interest in Vista Solutions. We will contact those selected for an interview.

*Vista Solutions Inc. is an Equal Opportunity Employer and is committed to providing accommodations for candidates with disabilities taking part in all aspects of the recruitment and selection process. If you require accommodations during the recruitment process, please reach out to our Human Resources Department at [hr@vistasolutions.ca](mailto:hr@vistasolutions.ca).*

For more information, check us out online at <https://www.vistasolutions.ca/>