



**Position:** Sales Professional

**Location:** Richmond BC

**Job Description:**

Epic Data International is seeking an experienced Sales Professional to work out of its Richmond, BC headquarters office. The primary responsibility for this position is to sell Epic Data's shop floor data collection & warehouse management solutions to large manufacturers throughout North America.

The successful candidate should possess the following attributes:

1. A minimum of four years of demonstrated sales performance, preferably in an enterprise software company.
2. Significant business development experience.
3. A basic understanding of Enterprise Resource Planning (ERP) and Supply Chain Management (SCM) functionality and capabilities.
4. A working knowledge of discrete manufacturing business practices.
5. A high degree of comfort in interacting with executive level decision makers.
6. Excellent written and verbal communications skills.
7. Knowledge of CRM tool such as Salesforce.com.
8. Willingness to travel up to 40% or as required.
9. A post-secondary business degree is mandatory.

Epic Data provides the successful candidate with an excellent compensation package. We also provide our employees with a fun, exciting and very collaborative work environment. If you meet the above qualifications we would like to hear from you.

Please send a cover letter and your resume to [info@epicdata.com](mailto:info@epicdata.com) for immediate consideration. Only qualified applicants will be contacted.

**About Epic Data:**

About For over 30 years Epic Data has delivered real-time shop floor information to the world's most progressive discrete manufacturers through turnkey data collection, warehouse management and lean manufacturing operations management solutions. Defense contractors, aerospace, automotive, high technology and industrial equipment & machinery manufacturers, employ Epic Data solutions to optimize the ROI of their manufacturing IT infrastructure investments and operations by increasing plant productivity, materials visibility and production velocity. Customers include Lockheed Martin, Bell Helicopter, Komatsu, Learjet, CAE Inc., Kingfisher plc, Joy Mining Machinery, Cobham Defence Communications Ltd., GE Aircraft Engine, Contour Premium Aircraft Seating, McBride plc, Phoenix Contact, Rolls-Royce and Volvo. [www.epicdata.com](http://www.epicdata.com)