

Join Our Team as Outside Sales Representative

North Fringe Industrial Technologies (NFIT) is seeking a driven Outside Sales Representative based in Alberta to support continued growth across industrial, municipal, mining, and oil and gas markets.

This is a true outside sales role focused on developing new business, building customer relationships, and identifying opportunities in the field. The successful candidate will be expected to spend significant time meeting customers face-to-face, visiting job sites, prospecting, and proactively pursuing new opportunities.

Key Responsibilities:

- Prospect and develop new relationships across target industries through direct customer engagement
- Generate and pursue new sales opportunities through regular field activity
- Conduct customer visits, site walkthroughs, and project discussions
- Identify customer challenges and recommend practical pump and fluid handling solutions
- Prepare quotations and coordinate with internal support teams
- Follow up on opportunities and maintain strong communication throughout the sales cycle
- Support rental, service, and project opportunities as required
- Maintain CRM activity, opportunity tracking, customer records, and regular communication with leadership and internal teams regarding sales activity and project status
- Represent NFIT professionally at customer sites, trade shows, and industry events

Qualifications:

- Previous sales experience in industrial, municipal, mining, oil and gas, or related markets
- Comfortable prospecting, cold calling, and developing opportunities through direct customer engagement
- Strong communication and relationship-building skills
- Self-motivated with the ability to work independently in a field-based role
- Mechanical aptitude or pump industry experience considered an asset
- Valid driver's license and willingness to travel regularly throughout Alberta

What We Offer:

- Competitive salary with uncapped commission potential
- Opportunities for career growth and professional development
- A supportive team environment where your contributions are recognized

How to Apply:

Send your resume and a cover letter to adobson@northfringe.com. Be sure to highlight your sales achievements and how you can contribute to our success.