

**ATLANTIC PURIFICATION SYSTEMS LTD.**  
**Inside Technical Sales Representative – Environmental Division**  
**(fulltime)**  
**Dartmouth, Nova Scotia**

We are currently accepting resumes for the position of Sales Representative for our Environmental Division, for the sale of analytical testing and monitoring equipment and related accessories. Product lines include laboratory equipment, on-line instrumentation, chemicals, as well as equipment & supplies for laboratory and field testing. From our Dartmouth office, you will be responsible to contact customers from our existing base as well as prospects throughout Atlantic Canada.

**Responsibilities will include:**

- Sales and order processing for walk-in customers as well as responding to telephone/fax/e-mail correspondence and orders.
- Troubleshoot and provide basic technical support.
- Working with other sales staff and/or clients to select appropriate products for defined applications.
- Proactive promotion and achieving sales growth within existing customer base.
- Prospecting and identification of new business opportunities.
- Collaborating with other equipment divisions at APS to provide full package solutions.
- Some travel within Atlantic Canada on an “as-needed” basis.

**Qualifications of ideal candidate:**

- Highly organized, self motivated multi-tasker who enjoys a fast-paced workplace where he/she works well with limited supervision.
- Comfortable promoting sales to existing clients and establishing new business relationships.
- Customer focused and committed to deliver high level of customer satisfaction.
- Superior communication skills: face-to-face, written and via telephone.
- Proficient using the MS Office Suite and Outlook.

**Education/Experience:**

- Knowledge of basic chemistry, water test kits and process instrumentation, and water/wastewater processes would be considered assets.
- Study in any of the following areas: Environmental Science, Engineering (Technician), Environmental (Technology) or water quality program would be assets.
- Combination of education, interest and previous work experience will also be considered.

We offer a competitive salary, bonus potential, benefits and training, in a fast paced, rapidly growing and stable organization. The position requires you to be confident and professional, self-motivated and results driven.

***We thank all applicants for their interest; however, only those candidates chosen for further consideration will be contacted.*** Please send your resume to: [cathy@aps.ns.ca](mailto:cathy@aps.ns.ca)

Atlantic Purification Systems Ltd. is a family owned sales and service business, situated in Dartmouth, NS, that has been successfully serving the municipal, industrial and commercial markets in Atlantic Canada since 1970. APS works with consultants, contractors, municipalities and industry to provide and support state-of-the-art equipment solutions for water and wastewater treatment, water quality analysis and testing, pumping and fluid handling, compressed air and painting & sandblasting. APS is also one of the primary distributors in Atlantic Canada of wholesale equipment to contractors and service companies involved in residential and commercial water conditioning. For more information visit APS at [www.aps.ns.ca](http://www.aps.ns.ca)