

Email: hr@caro.ca

Attention: CARO HR – TECHNICAL SALES REPRESENTATIVE – Lower Mainland

CARO Analytical Services is a group of Charismatic Scientists, driven to make the world safer and healthier.

Everyone is a Scientist, but only some of us are lucky enough to get paid for it!

Have you ever wondered what it's like to be an Environmental Superhero? CARO's Technical Sales Representatives take the lab to our clients; we are out there every day helping our clients use Chemistry to solve some of their most challenging environmental issues. From providing safe drinking water, to mitigating the effects of an accidental spill, we are an essential element to a better world. We also understand that making the world safer and healthier is not something we can accomplish alone. As a Technical Sales Representative at CARO you will work collaboratively with other scientists, in a team-based, objective-oriented environment.

A typical day for one of CARO's Technical Sales Reps might look like this:

- Grab breakfast with a future client to discuss their site challenges, and how CARO can help
- Pop by to visit a client who just got back from vacation, and help them get caught up on industry changes
- Attend an internal meeting: CARO's Technical Manager is giving an update on our new equipment
- Touch bases with your team lead to discuss the new market you have been researching
- Make a few calls (warm ones, thankfully!) to follow up on a lead from this morning's meeting
- Get that last-minute project quote out for a client who is rushing to get their proposal done
- Relax for 10 minutes with a coffee, which you log your calls into our CRM
- Head out to a casual networking event, where you can nerd out with other like-minded scientists

You will be awesome in this role if:

You are smart. Being smart is not *just* about understanding physical chemistry; it is about applying this intelligence to solve real-life problems or taking an old idea and turning it into something new.

You can multitask. When things change or someone new demands your attention, you can go with the flow and transition from one task to the next without breaking a sweat.

You are authentic. You are transparent in everything you say and do and take responsibility for your work. It is easy for people to trust you, because they know you will always do as you say.

You are a true professional. Many of your friends consider you a keener: You always arrive early, get your work done on time and add positivity to your environment. You make big promises, and always keep them.

You are a great teammate. Whether working with a team of CARO employees, or with a group of clients on a project, organization and team success is always a priority: Teamwork makes the dream work!

Think you've got what it takes?

A science or tech degree, and/or 3+ years Of work experience in a science or environmental-related capacity will make your life easier, but we are open to hearing what makes you the perfect fit for this assignment. We train on the go, so you will always be kept up to date with all the technical knowledge you thirst for. What we are really after is an independent go-getting, with the genuine desire to make things better and the technical knowledge to get it done.

HINT: In your resume or cover letter, make sure you tell us how you developed your mad-scientist superpower!