

### About RHK...

Established in 1990, RHK Hydraulic Cylinder Services Inc. is a privately-owned company dedicated to manufacturing and servicing hydraulic cylinders. We are known for our high standard of customer service and skillful customization of products to meet our client's unique requirements. Based in Edmonton, Alberta, RHK services a wide range of clients worldwide in industries such as oil and gas, construction, agriculture, heavy machinery, forestry, mining, transportation, and utilities.

Over the years RHK's success of **tacking the toughest jobs** has been through natural and organic growth, and we are evolving! We are excitedly positioning ourselves for continued growth in the future by building on a team dedicated to a **safe and empowered team, raising the bar, and customer success.**

We are looking to add a **sales superstar** to our team to contribute to an **aggressive growth strategy**. As an **entrepreneurial-minded individual** you will have the freedom to be **creative**, and **build** on an already **great foundation**. The successful candidate will contribute to RHK's vision through **customer account management, business development, and managing the sales and marketing process.**

### As the Sales Manager, you will.....

- Be a client relationship guru; develop new relationships and retain our large existing client base through ongoing interaction with them and adapting support services as required.
- Champion the sales and marketing plan focusing on continued growth, industry leadership, and financial performance.
- Capitalize on increased "share of wallet" opportunities with existing clients.
- Initiate and explore entrepreneurial and innovative concepts to advance client growth.
- Applies field and product knowledge to match the customer needs and inquiries.
- Participate in relevant marketing activities including involvement in business and trade associations, planning and executing marketing events, being active on social-media and exploring referral opportunities with clients.
- Partner with operations for ongoing continuous improvement that ensures a high level of client satisfaction in a team-oriented environment.

### What do you bring to the RHK team?

- **Innovative** and **entrepreneurial** thinking and work ethic.
- An intimate understanding of how **business to business relationships** are built and maintained.
- **5+ years of sales** experience.
- Post-secondary education (or equivalent).
- **Energy** and **enthusiasm** for working with people and being a part of a team.
- Ability to **lower barriers** between people, **ask questions** and really **listen** for meaning, create **win-win solutions** and build **trusting** relationships.
- Ability to turn **strategy** into **action**.
- A well-defined sense of **diplomacy**, including solid **negotiation** and people **management skills**, with the ability to **empower** and **motivate** people.
- **Technically savvy** to work with various tools and mediums.
- **Ethical** with a high sense of **integrity**.

### How to Apply

Please send your resume to [norine@humanedgeglobal.com](mailto:norine@humanedgeglobal.com) | [www.rhkhydraulics.com](http://www.rhkhydraulics.com)



*While we thank all candidates for their interest, only those selected for an interview will be contacted.*



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