



USED EQUIPMENT SALES REPRESENTATIVE

Collicutt Energy Services is a solutions-driven engine company specializing in manufacturing, repair, overhaul, and maintenance across all engine brands. We're known for doing things right, treating people well, and continuously finding better ways to serve our customers.

We're looking for a **Used Equipment Sales Representative** to drive revenue, build strong customer relationships, and grow our presence in the used equipment market. This is a high-impact role for someone who knows how to sell, understands equipment, and thrives on closing deals while creating long-term partnerships.

What's in it for you

- Competitive base salary + incentive/commission structure
- Full benefits package
- RRSP matching
- Established brand with strong industry reputation
- Steady pipeline + real opportunity to grow a territory
- Autonomy to own your sales strategy and results
- Supportive, team-first culture

What you'll be doing

- Identify and develop new business opportunities for used equipment and components
- Build and maintain strong customer relationships to drive repeat business
- Manage the full sales cycle — prospecting, quoting, closing, and follow-up
- Maintain and market used equipment inventory (pricing, listings, promotions)
- Support marketing efforts (website, email campaigns, LinkedIn)
- Source equipment externally to meet customer demand
- Monitor market trends, competitors, and pricing opportunities
- Track sales activity, pipeline, and performance against targets

What you bring

- 5+ years of industrial equipment sales experience (10+ preferred)
- Strong understanding of engines, generators, transmissions, or similar equipment
- Proven ability to close deals and build long-term customer relationships
- Experience with CRM systems and Microsoft Office
- Ability to match technical equipment to customer needs
- Self-starter mindset — you don't wait, you go get it
- Strong communication, negotiation, and time management skills
- Willingness to travel (including occasional overnight)
- Valid driver's license

Other titles for this role

- Equipment Sales Representative
- Industrial Sales Representative
- Heavy Equipment Sales
- Engine Sales Representative
- Machinery Sales

How to Apply

Submit your resume to hr@collicutt.com with **Used Equipment Sales** in the subject line