

### **THE OPPORTUNITY:**

Our Career Opportunity and Management Employment Training (COMET) is the exclusive award-winning, fast track training program of Applied Industrial Technologies for May/June 2024 Graduates and Alumni. In this full-time, permanent opportunity, you will learn about the business from the ground up and be part of an organization with a bright future.

Your training program will include 10 months of personalized training and coaching by managers and peers, many of whom started in the same position. You will receive products and technical training product training and soft skills training in sales, communications, operations, and customer service through one-on-one, small group, web based methods, and on-the-job training. We will introduce you to our fabrication shops, field installation teams, engineering and design teams, system automation specialists, sales and operations processes, technology, and strong company culture focused on customer satisfaction, personal mastery, and individual/team contributions.

Our training program, which runs from September through May of each year, has produced sales professionals, local managers, national account managers, regional managers and vice presidents for Applied. We will work with the ideal candidate to find a start date that is mutually beneficial. That means you will not need to wait until September to start a successful career with Applied.

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Applied Industrial Technologies is an extensive network of industrial distribution facilities located throughout Canada. We are currently seeking and have an immediate opening for a qualified and motivated individual to fill the position of **COMET ASSOCIATE** at our **Nisku, AB** Service Centre location.

Career trajectory for this associate could be:

- Technical Sales Representative
- Operations Leaders (Service Centre Manager, General Manager, Regional Manager, etc)
- Specialized technical roles in various product lines (Fluid Power, Bearings, Power Transmission, etc)

### **Key Responsibilities:**

- Full participation in COMET program.
- Directly engaged in all sales activities and build ongoing relationships with customers
- Maintaining up to date knowledge of the company's service offerings
- Responding to customer product inquiries both in person (branch) and via phone/email
- Providing support to the outside sales force
- Ensuring accurate, timely order processing through the computerized order processing system
- Selection and conversion of mechanical components as well as basic system design
- Special projects as required

### **Preference will be given to individuals with the following qualifications:**

- New or Recent graduate of post-secondary Technical Diploma or Bachelors Degree
- A history of successful customer service
- Strong desire to build a sales and/or operations career
- Mechanical interest and aptitude
- Ability to multitask in a busy office environment while maintaining professionalism at all times
- Collaborative and service orientated
- Results oriented, attention to detail, and good time management skills
- Potential and motivation to fill leadership roles in the future