

Pay: CA\$85,000.00-CA\$130,000.00 per year

Job Description:

- **Drive growth for a world-class marine propulsion brand and represent Hamilton Jet across Western Canada**
- **Earn \$85K-\$130K, commensurate with experience, plus profit share, benefits, with a tight-knit team that invests in your success**
- **Build your territory, own key accounts, and shape the future of Hamilton Jet's presence in Canada with room to grow**

About Jastram Technologies Ltd.

Jastram Technologies, part of the Jastram Group, has been delivering trusted marine expertise and innovative solutions to Canada's marine industry since 1983.

We proudly represent a carefully selected portfolio of manufacturers whose products and services set the benchmark for quality and performance in the marine sector. Working closely with both customers and partners, we ensure every recommendation is tailored to deliver the right solution for each application.

Our partnerships are intentionally chosen to maximize value for our customers. Through ongoing training and direct access to the latest product innovations from our partners, our team remains equipped with the knowledge and insight needed to provide informed, reliable guidance.

For more information, please visit our website: jastram.com/technologies/

About the Opportunity

Jastram Technologies is looking for a full-time Technical Sales Account Manager based in North Vancouver, BC, with regular travel (40%) across BC and Alberta.

Reporting to the senior leadership team, this role is responsible for growing Hamilton Jet sales across Canada through new business development and account management. You'll represent the Hamilton Jet product line, build relationships with shipyards and operators, and drive revenue through a consultative, technical sales approach.

More specifically, your responsibilities include but are not limited to:

- Growing sales of Hamilton Jet products through proactive business development and account management

- Building and maintaining strong relationships with shipyards, operators, naval architects, and industry stakeholders
- Prospecting, qualifying leads, preparing quotations, and managing pricing and proposals
- Providing a consultative sales approach focused on identifying challenges and presenting solutions
- Promoting Hamilton Jet vs. competing propulsion systems through product knowledge and value-based selling
- Coordinating with builders, engineers, and internal teams to support product integration and project delivery
- Planning and executing tactical sales strategies with measurable goals and growth outcomes
- Managing CRM activities, tracking pipeline details, and maintaining accurate follow-up records
- Traveling across Western Canada and periodically to the U.S. for customer visits, training, and industry events
- Participating in tradeshow, industry events, and on-site customer demonstrations
- Representing the Hamilton Jet brand with professionalism and technical credibility
- Collaborating closely with internal leadership to align delivery, client service, and account strategy

About You

To qualify, you will need experience in technical sales or business development within the marine industry, along with a solid understanding of vessel operation and propulsion systems (jets, engines, or related marine equipment). A minimum of 5+ years of experience in marine equipment sales, shipyard/boatbuilding environments, or a related industrial/mechanical sales role will also be essential. A valid driver's license with reliable vehicle is required.

Additionally, the following skills and background will be highly valued:

- Experience selling major marine equipment such as engines, propulsion, or primary onboard systems

- Background that enables you to bridge technical conversations between builders, naval architects, and operators
- Experience planning and executing sales strategies and territory plans
- Ability to travel across Western Canada, with occasional trips to the U.S.
- Strong understanding of workboats, ferries, coast guard vessels, or commercial marine operations
- Familiarity with shipyards and on-water operational environments
- Engineering, mechanical, or technically inclined background (degree, diploma, or hands-on experience)
- Bilingualism in French is an asset

As our ideal candidate, you bring a hunter mentality, strong listening skills, strategic thinking, and a consultative sales approach, with the ability to build trust with operators, shipyards, and senior leadership. You're proactive, relationship-driven, comfortable switching between hands-on tasks and high-level conversations, and confident representing a respected global brand.

This is a role for someone who thrives in technical sales, enjoys being around boats, engines, and marine environments, and is ready to take ownership of a territory with room to grow. If you're driven, mechanically minded, and excited about building a market for Hamilton Jet in Canada, we want to hear from you.

About the Benefits

Compensation based on skills and experience, is a competitive annual salary of \$85K–\$130K, commensurate with experience, plus a profit share of approximately 5-10% of base salary, and a host of excellent benefits including:

- Health, dental, and vision benefits
- 3 weeks of paid vacation to start
- Sick leave support
- Travel and mileage reimbursement for client visits
- Free parking at the office
- Company events, holiday parties, and BBQs
- A tight-knit, collaborative team culture with mentorship and support

- Opportunities for growth as the team and product line expand

If you share our values and have the skills necessary to bring success to the role, then we invite you to apply today!

Benefits:

- Company events
- Dental care
- Extended health care
- Paid time off
- Profit sharing
- Vision care

Work Location: In person