

JOB #	201946
JOB TITLE	Sales Representative – Flooring Products Dealer Network
JOB LOCATION	Edmonton managing a territory in the Edmonton / Northern AB market
SALARY	Base salary + sales commission program total ~\$65-\$90K There will also be a company profit share plan, vehicle allowance and employee benefits
ABOUT THE COMPANY	Join the team of an award winning category leader distributor in the Flooring Products sector.
JOB DESCRIPTION	<p>This role will work from the company’s beautiful Edmonton branch, managing a tbd sales territory in the Edmonton / Northern Alberta region.</p> <p><u>Primary Duties and Responsibilities</u></p> <ul style="list-style-type: none"> - Build, maintain, and strengthen relationships with existing dealer network and the Architect and Design community - Promote Ames’ product lines to Retail Flooring Dealers and Home Builders, Contractors and Developers, discussing product features & benefits, selling dealer programs and maintaining customer showroom stocking programs - Maintain and update displays within the market which involves set up and take-down of these large product displays - Daily movement of 15 lb sample boards asrequired - Prospect for and secure business with new clients and expand sales revenues with the existing customer base - Manage projects from initial specifications through to completion - Obtain & report changing market conditions through research and contact throughout the industry
CANDIDATE COMPETENCIES	<p><u>Education / Work Experience:</u></p> <ul style="list-style-type: none"> - 3+ years of sales experience in the flooring products category, or a related industry - Degree/diploma in sales/marketing complemented by relevant and proven sales experience - An equivalent combination of education, training and experience will also be considered <p><u>Skills & Abilities:</u></p> <ul style="list-style-type: none"> - Ability to lead by example and maintain a high level of ethics and professionalism - Positive attitude, self-motivator, goal oriented with the ability to foster strong relationships - Strong sales, organization and time-management skills - Continuous travel to and meeting with contractors, retail dealers and builders at their office locations and on jobsites - Ability to carry large format tiles weighing up to 45 lbs. for delivery



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CANDIDATE 'FIT'	<ul style="list-style-type: none">- Team player with excellent communication skills, both written and oral- Ability to establish and meet work priorities and deadlines- Extremely versatile and can work in a fast pace, quickly changing work environment- Self-motivated, results-driven, professional attitude, detail orientated, and a true 'team player'- Hands on and willing to do what it takes to get the job done- Efficient customer service approach where you to deal with challenging situations with integrity, empathy & sincerity- Ability to recognize new business opportunities to enhance the sale of all product lines
HOW TO APPLY	<p>Please email your resume (cover letter optional) to info@philiprecruitment.com</p> <p><i>We thank all applicants for their interest, however, only those selected for an interview will be contacted.</i></p> <p><i>If this is not the right time or role for you, but you suspect it could be a great opportunity for a qualified candidate, feel free to forward this information to them and have them contact us directly.</i></p>