

JOB #	2012
JOB TITLE	Commercial Rep - Flooring Products Specifications
JOB LOCATION	Vancouver
SALARY	Salary + Commission, with a Year 1 Guaranteed Income based on the order timing process with Specifications vehicle mileage and business expenses employee benefits (inc. a 5% RRSP match)
ABOUT THE COMPANY	<i>A rapidly growing national manufacturer, designer, and distributor of a diverse and high quality floor covering products, selling through Specifications and through the Flooring Dealer network</i>
JOB DESCRIPTION	<p>Reporting to the National Commercial Contract Manager based in Toronto, the primary objective for the Commercial Rep is to manage the company's Commercial Specification process for the Greater Vancouver market, with some future work as needed on Vancouver Island and in the BC Interior. Specifically, the Commercial Rep will:</p> <ul style="list-style-type: none"> ✓ Working from a home office, prospect and pursue new builders, developers, property management, commercial dealers and main street commercial specifications to present the company's portfolio of engineered hardwood, laminate, carpet tile, flooring accessories and a diverse portfolio of luxury vinyl products ✓ Entrench Fuzion Flooring in the A&D community through library placement and establish a regular call cycle within this community targeted at getting our products specified ✓ Maintain relationships with existing builders and commercial dealers, serving as a technical consultant ✓ Establish a call cycle on builder sales centres to keep sampling up to date, prospecting for opportunities ✓ Provide superior commercial dealer/ contractor service and support ✓ Conduct 'lunch & learn', new product presentations, updating of firms product libraries ✓ Work independently and cooperatively towards the company and team's goals and directives ✓ Communicate regularly with the National Commercial Contract Manager to ensure pull-through of specified products, and also work in conjunction with the two current Retail Flooring Dealer Reps (in Vanc & Kelowna) ✓ Work with the marketing team to help develop targeted market specific programs for the customer base ✓ Provide the highest level of customer service and professionalism by generating and managing specifications from product selection through product delivery and job completion.
CANDIDATE COMPETENCIES	➤ 2+ years of sales and product specification design experience through dealers, wholesalers or contractors, ideally in the flooring products sector , for product use in residential and /or commercial new construction and renovation

CANDIDATE 'FIT'	<ul style="list-style-type: none">➤ A track record of success negotiating a wide variety of product deals with a diverse range of buyers & decision makers➤ A Post-Secondary Degree or Diploma, and strong verbal and written communication skills an asset➤ Capability at developing effective working relationships with all types of customers and colleagues at all levels
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>