



JOB #	2010
JOB TITLE	Territory Sales Rep – Flooring Products Retail Dealer network
JOB LOCATION	Vancouver, BC
SALARY	Base Salary + sales commission program Vehicle allowance, performance bonus, and great employee benefits
ABOUT THE COMPANY	The hiring company is an established and respected distributor of floor covering products, with an amazing portfolio of high quality, well priced brands in a wide range of colors, sizes and finishes.
JOB DESCRIPTION	<p>Primary Duties and Responsibilities:</p> <ul style="list-style-type: none"> • Build, maintain, and strengthen relationships with our existing dealer network • Promote and show products to Flooring Dealers, flooring contractors, builders, renovators and developers • Installation and take-down of display racks in retail dealer customer showrooms • Maintain and update displays within the territory as required, including movement of sample boards • Travel within the territory and generate new business while maintaining business with current customers • Work with customers on projects by insuring the use of our specified products and overall portfolio • Educate our customers on all products and promote their use wherever possible • Must work closely with other departments to maintain and build the company brand
CANDIDATE COMPETENCIES	<p><u>Education/Work Experience:</u></p> <ul style="list-style-type: none"> • 3+ years of sales experience, preferably within the flooring products sector, or a related industry <ul style="list-style-type: none"> ✓ Consideration will be given to a talented Flooring Retail Dealer Salesperson or Manager ready to work for a distributor • A University Degree or a Diploma in a sales/marketing focused program is a desired qualification <p><u>Skills and Abilities:</u></p> <ul style="list-style-type: none"> • Ability to lead by example and maintain an elevated 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 • Travel to and meeting with customers at their locations and on jobsites • Ability and willingness to carry large product samples weighing for delivery
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



	<ul style="list-style-type: none">• Self-motivated, results-driven, professional attitude, detail orientated, and a team player that fits the corporate company culture• Hands on and willing to do what it takes to get the job done• Efficient & enthusiastic customer service approach that will enable you to deal with challenging situations with integrity, empathy and sincerity
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>