

JOB #	<b>2016</b>
JOB TITLE	<b>Sales &amp; Specification Rep – Commercial Office Interior Products</b>
JOB LOCATION	Vancouver – <b>Surrey &amp; Fraser Valley Sales Territory</b>
SALARY	This role will offer a competitive salary + commission program, a vehicle mileage allowance and employee benefits
ABOUT THE COMPANY	Our client offers a vast portfolio of workplace furniture selections, from premium to budget level and everything in between, from a diverse group of manufacturer suppliers and for all types of office spaces including Government, Corporate and some Residential. The client focus is primarily Interior Designers, and also Building Facilities Managers for larger organizations who utilize large office spaces, sometimes entire buildings. Our clients have developed a track record of delivering their projects on time and on budget, providing value every step of the way.
JOB DESCRIPTION	<p><b><u>Key Job Focuses and Responsibilities:</u></b></p> <ul style="list-style-type: none"> <li>• Reporting to the VP of Sales, the S&amp;S Rep will develop sales strategies prior to contacting prospective new clients, and ensure corporate sales presentations are used to present company concepts and solutions</li> <li>• Meet and exceed monthly, quarterly and annual sales goals and overall business revenue and margin objectives by introducing and selling the company's portfolio</li> <li>• Work with the company's internal resources to deliver deficiency-free projects for client satisfaction</li> <li>• Respond to client and Interior Design RFPs for specifications within the vast range of workplace spaces</li> <li>• Present their commercial office furniture portfolio including ergonomics, move management, and storage services</li> <li>• Attend industry events to network with industry influencers</li> <li>• Manage the business in this specific territory using the organization's CRM software</li> </ul>
CANDIDATE COMPETENCIES	<ul style="list-style-type: none"> <li>➤ 3+ years in Outside Sales, preferably in the product Specification channel, and ideally in the 'Buildex' products &amp; services sector - Workplace / office furniture product awareness is an asset</li> <li>➤ A valid BCDL and appropriate and reliable car to conduct business in the assigned territory, while also going to the company's regional head office when needed for meetings etc.</li> <li>➤ Comfortable being measured on a set of core KPIs the company sets out for every position</li> </ul>
CANDIDATE 'FIT'	<ul style="list-style-type: none"> <li>➤ Promote the company's core values and culture and their brand name and overall awareness within the Interior Design community</li> <li>➤ Build relationships with key vendor partners</li> </ul> <p>Reference checks will be required for a shortlisted candidate, and some background checks may be required</p>
HOW TO APPLY	Please email your resume (cover letter optional) to <a href="mailto:info@philiprecruitment.com">info@philiprecruitment.com</a>



*We thank all applicants for their interest, however, only those selected for an interview will be contacted.*

*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.*