

PRS JOB #	2104
JOB TITLE	Sales Rep - Flooring Products – Builder & Contractor market
JOB LOCATION	Vancouver
REMUNERATION	Competitive base salary, performance bonus, vehicle package and employee benefits
ABOUT THE COMPANY	A well-established (40+ years of profitable success), respected and professional flooring products distributor with an amazing product portfolio from a diverse range of reputable suppliers
JOB DESCRIPTION	<p>Reporting to the Burnaby Branch Manager, the successful candidate should be an energetic, self-motivated, positive, and service-oriented team player. This newly created position is ideal for a business development specialist, a “hunter”.</p> <p>You will build this business by identifying opportunities, developing relationships and defining, negotiating, and closing business with flooring installation contractors, single family home builders and the general flooring contractor market while also simultaneously identifying opportunities for entering the Landscape Architect/Exterior Contractor segments.</p> <p>The successful candidate must have a strong sales background, in-depth knowledge of flooring products, a strong understanding of our clients’ business and possess excellent interpersonal skills. Experience “<u>on the tools</u>” would be a definite asset for the right person ready to make a move into business development and account management.</p> <p>Primary Duties and Responsibilities:</p> <ul style="list-style-type: none"> • Identify new market opportunities in the tile setter, single family home builder, general contractor/renovator market • Identify new opportunities in the landscape architect/contractor markets • Promote and sell our products to all of these customer segments while growing a meaningful business relationship, and prospect and generate new business • Become known as THE resource in the market for <u>product knowledge</u> of our portfolio • Be regarded as THE best service delivery agent to each of our customer segments • Through knowledge and service, be perceived as a partner in our clients’ success • Work in concert with our A&D sales reps to secure specifications, and to convert these specs into shipped orders • Manage projects from initial specifications through to completion, and handle additional tasks as required
CANDIDATE QUALIFICATIONS & COMPETENCIES	<p>Education/Work Experience Qualifications:</p> <ul style="list-style-type: none"> • 3-5 years sales experience, preferably within the flooring and/or tile sector, or a related building materials product category • Degree/diploma in sales/marketing complemented by relevant and proven sales experience • An equivalent combination of education, training and experience will also be considered • Experience “on the tools” would also be an asset as a flooring installer or tile setter
CANDIDATE ‘FIT’	<p>Skills and Abilities:</p> <ul style="list-style-type: none"> • Ability to lead by example and maintain a high level of ethics and professionalism • Strong demonstrated work ethic • Positive attitude, self-motivator, goal oriented & the ability to develop relationships • Strong sales, organization and time-management skills

	<ul style="list-style-type: none">• Ability to carry large format samples (the largest being up to 45 lbs each) for delivery• 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 team player above all else• 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>