

## **Sales Opportunities**

You are a Sales specialist. Whether you love Inside Sales or prefer the variety of Inside and Outside Sales as an Account Executive, sales is your specialty. You're able to adapt to ever-changing customer dynamics, overcome obstacles, and you take pride in reaching your goals. You're self-motivated, entrepreneurial-minded, and you possess a uniquely creative approach.

We are a Top 50 B2B company, we've been in business for 30 years, and we are here to help you achieve your goals. We don't worry about degrees or certifications – we're focused on individuals with natural sales talent and proven experience. You don't need industry experience. We will give you the tools to succeed in our business including key customer accounts, leads, and paid training.

We are growing and seeking sales people for several of our divisions. Apply today for immediate consideration and join our Diverse team!

### ***We offer:***

- ***Signing Bonus – Available for a Limited Time Only***
- Competitive base salary + commissions
- Flexible schedule weekdays; no overtime or weekends
- Casual dress
- Extended health care
- Voluntary Retirement Savings Plan
- On-site parking, coffee, tea, espresso, table tennis
- Company events

### ***Duties & Responsibilities:***

- Manage and build existing accounts, develop account base, and prospect cold calls
- Contact customers regarding new opportunities, follow up on pending projects, and obtain quotes to attain design wins
- Manage multiple projects with numerous customers using CRM software
- Monitor market conditions, product innovations, competitors, market pricing
- Meet monthly sales objectives

### ***Position Requirements:***

- 3 years' experience in Sales
- Self-motivated, results-driven, detail-oriented, charming and personable
- Fluently bilingual (Eng/Fr) for Outside sales; strong English for other positions
- Computer literate with good MS Office skills

### ***Schedule:***

- 8 hrs/day, Monday to Friday
- No overtime, evenings or weekends