

## About Diverse Electronics

Diverse Electronics is a Top 50 North American distributor of electronic components with 28 years in business. Diverse serves customers manufacturing electronic products and equipment across many industries such as lighting, transportation, telecom, security and building ventilation systems. The company supports its customers with solutions from an extensive range of world-class manufacturers.

## Outside Sales, Toronto area

Due to our exceptional growth, we are looking to hire an experienced Production Tools and Equipment (PT&E) sales professional to manage, grow an existing customer base and look for new business opportunities in the Toronto area.

Our PT&E division stocks a full range of production tools, supplies and test instruments as well as the required consumables in the manufacturing process. Products such as anti-static bags, solder bar, solder paste and solder wire. Our PT&E division also carries a wide variety of name brand, chemicals, adhesives, labels, test instruments, tools and manufacturing equipment.

## Benefits & Perks

Signing bonus\* (\*available for a limited time only)  
Competitive salary  
Personal days off  
Flex hours  
Group Insurance plan  
Voluntary Retirement Savings Plan  
Regular company sponsored outings, company BBQs  
Full kitchen with coffee and espresso machines

## Responsibilities

- Contact and visit existing and prospective customers to introduce Diverse Electronics' PT&E division product offering and service strengths.
- Work with both buyers and engineers to ultimately get opportunities to quote and win the business.
- Ongoing customer maintenance and grow our business and provide exceptional customer service.
- Monitor market conditions, product innovations and provide product solutions to our customers.

## Desired Skills and Expertise

- Five plus years selling production tools and equipment and or experience working in an assembly production floor environment.  
Have excellent written and oral communication skills
- Self-motivated and tenacious
- Results-driven and high-energy
- Demonstrates good judgement and is highly organized with attention to detail and a sense of urgency

## Position Location

- Toronto, ON (required); Driver's License (required)