

Career Opportunity: Sales Professional

Who are you? An experienced Sales Professional with a proven track record of sales success.

Who are we? Coast Distributors has been serving the British Columbia and Alberta markets for over 25 years. We are looking for a Sales professional that resides in the Okanagan, to continue to develop and service the Okanagan, Shuswap and Kamloops regions.

Primary Duties and Responsibilities: Business Development

- New Business Development 25% Account servicing 75%
- Introduction on new and existing product lines.
- Assisting clients with in store merchandising.
- Engage with prospective clients to determine project goals, services, and budgets.
- Build and maintain a healthy pipeline; advance opportunities through the use of effective selling techniques.
- Stay focused on results through high performance and accountability
- Establish yourself as a professional business person and trusted advisor with prospects

Skills and Abilities:

- Comfortable with prospecting and other business development activities
- Strong at growing existing accounts.
- Proven ability to manage a territory
- High level people skills
- Able to visualize from the client's perspective and sell accordingly
- Excellent listening skills
- Able to understand and qualify prospects
- Must be comfortable with detailed selling of multiple product lines

Experience:

- Flourishing in a mid-sized company environment that is continually changing and growing.
- Experienced in salary plus commission-based selling.
- Selling value over price
- Created and implemented an effective individual sales plan.
- Prospecting phone calls and in person cold calls

Attitude:

- Motivated/self-starter
- Open and honest authentic communicator
- Persistent, yet knows when to walk away
- High moral and ethical standards
- Feel ownership for activities and results
- Team Player

Results:

- Continually finding and generating business from new customers
- Proactively growing existing accounts
- Meet or exceed agreed upon goals
- Gets by Gatekeepers
- Consistently keeps the selling cycle within specified timeframe

Cognitive Skills:

- Understands relationship selling
- Innovative thinker
- Demonstrated commitment to personal and professional growth
- Effective at using time and creating a time management system
- Professional in appearance and approach

Habits:

- Addresses issues quickly and effectively
- Hard worker with strong work ethic
- Responsible
- Sense of urgency to meet timelines
- Detail Oriented
- Punctuality

Front of the Line: If you have the experience with any of the following

- 4 years proven sales experience in a Business Development role will be viewed as an asset
- Experience in hardware and building supply sales

Compensation and Benefits:

We are willing to offer a very competitive compensation package with a combination of base plus commission. We are looking for candidates with a desire to learn, increase sales, and in turn be rewarded financially.

Position includes a car allowance, cell phone and medical and dental benefits, RRSP matching.

Education:

Minimum grade 12 education.

Send resume to: scottcoast@shawbiz.ca