



Sales Professional - Vancouver Island

Established in 1986, Coast Distributors is Western Canada's largest independent two-step hardware and building supply distributor. We are looking for an Outside Sale Professional to join our Vancouver-Island team. This is a full-time career opportunity taking over a long-term, well-established, successful territory with continued growth potential within central Vancouver-Island area.

Compensation is a competitive salary plus commission system with unlimited earning potential, as well as a strong benefits package.

Responsibilities

- * Develop and maintain strong relationships with customers
- * Perform weekly/bi-weekly/monthly/quarterly sales calls with all customers
- * Maintain contact with all accounts between sales calls
- * Consistently meet or exceed your sales budget
- * Prospect, qualify, and open new accounts regularly
- * Keep management informed of any significant changes in your territory and/or customers
- * Manage customer returns within your territory
- * Continually monitor the industry and competitors for any changes or other notable activity
- * Attend and participate in all sales department meetings, trade-shows, industry events as required
- * Assist other sales professionals in their territories as required

Qualifications

- * Experience in sales, specifically outside sales, would be an asset
- * A proven ability to exceed sales budgets, and increase sales
- * A proven ability to manage customer relationships
- * A proven ability to generate new customers
- * Knowledge of hardware and building supplies industry would be an asset
- * Merchandising skills would be an asset
- * Strong verbal and written communication skills
- * Proficiency in emailing, texting, and social media use
- * At least a basic proficiency in Microsoft Excel
- * A valid driver's license, clean driving record, and a reliable vehicle are required