
Sales Representative
Peterborough-Region (Ontario)

(File Reference: MSM-2017)

We are recruiting this full-time position on behalf of our Client, a family-owned and operated marine business that is well established and located in beautiful Bobcaygeon.

KEY ACCOUNTABILITIES:

Reporting to the Sales Manager, the Sales Representative is responsible for:

- Effectively follow the sales processes to completion ensuring the customer has an excellent buying experience.
- Achieving and monitoring progresses toward agreed-upon sales goals and manage/prioritize work to achieve yearly, monthly, weekly and daily sales goals.
- Actively seek, identify and obtain new prospects in ways that lead to increased sales.
- Successfully maintain and enhance ongoing customer relationships through timely follow-up communications that lead to repeat business, including in-process, current and past customers.
- Proactively supporting and working with other employees and departments to give the customer a seamless experience in ways that promote teamwork.
- Sharing, mentoring, encouraging and acknowledging other salespeople and departments in meeting the needs of all stakeholder groups.
- Continually learning and applying new selling skills, strategies and techniques.
- Developing and maintaining a high level of product, market and industry knowledge.
- Completing administrative tasks/paperwork as required in a timely manner.

Education and Qualifications

The ideal candidate will possess:

- Previous experience in sales in a 100% commission role preferably in a marine, recreational vehicle, farm equipment, auto dealership or similar environment.
- Strong customer service skills (follow up, communication, and rapport building).
- A drive for success and be goal oriented to meet/exceed targets.
- Ability to think outside of the box to generate new business and sales leads.
- A valid driver's license and passport as there is travel to the US for training and sales events.
- Strong teamwork skills.
- Ability to maintain a high level of product, market and industry knowledge through online learning and trade shows.
- Strong organization skills with the ability to multi-task.

Competitive compensation is being offered. Our Client also offers paid training, benefits and business travel expenses where applicable.

For further consideration, highly qualified Candidates are invited to submit their resume information in confidence, quoting the above file number. We treat your information confidentially (*please identify any organizations with whom you do not wish your information shared*):

Recruiting Manager
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While we appreciate all applications, we can only contact those individuals selected for interview.

We are committed to providing accommodation for persons with disabilities. Accommodation will be provided as part of our hiring process (if accommodation is required, we appreciate Applicants making this request in advance so we can support your needs).