



*Founded in 1976, Entreprise Robert Thibert Inc. is one of the largest distributors of automobile, RV and trailer accessories in North America. Through our dynamic growth strategy, RT will become a major player in the industry. Our vision of the future: a unique client experience, supported by a team of passionate professionals, focused on innovation, the continuous improvement of our practices, the development of distinctive private brands and a multichannel communication platform for the benefit of all of our partners.*

*Are you a passionate professional who wants to evolve in a team environment that is energetic, collaborative and innovative? We are looking for talented, enthusiastic and responsible collaborators who are looking for a new adventure in a successful and reputable company.*

## **SALES REPRESENTATIVE SASKATCHEWAN - MANITOBA**

We are looking to hire a new Sales Representative for Saskatchewan-Manitoba region, the successful candidate will be responsible for developing new account business, generate sales growth through intelligent sales activities including territory planning, new client acquisition, client relationship building, territory prospecting, and marketing.

### **The responsibilities and essential functions of the position are as follows:**

- Develops ongoing prospects to establish long-term business partnerships through internal and external information sources
- Prospects are received from the field, e-procurement partners or own prospecting efforts and must be aligned with the our Ideal Customer Profile
- Makes contact with the appropriate management levels and decision makers within the potential client organization to propose and secure new national account agreements
- Maintains ongoing knowledge of industrial distribution trends through various forms of media
- Delivers price schedules that reflect total cost to serve with desired gross margin
- Signs agreements to provide the ability to modify pricing to protect/improve margins
- Receives customer commitment to administer the agreement at their facilities

### **Desired skills and experience:**

- Excellent interpersonal, oral and written communication and presenting and negotiating skills
- Proficient in Microsoft Office, Word, Power Point, and Outlook
- Good capability with inventory forecasting and management systems including pull through programs and general logistics concepts is desired
- Possess the ability to design, develop and write reports, proposals and pricing requirements
- Have the ability and understanding to set sales plans, make forecasts and forecast profit margins
- Reliable, focused and energetic, and able to work independently to manage a large territory and account base
- Must have capacity to travel overnight throughout the entire MA and SK market up to 50% of time

### **Education and experience:**

- Bachelor's degree or Diploma in Marketing or Business is preferred.
- 3+ years of related outside sales experience, ideally in the automotive aftermarket category
- A passion in the automotive industry

This career opportunity offers base salary plus a sales bonus plan, a company vehicle, expense budget, a group insurance plan, a retirement savings plan and employee benefits.

*If you think you have what it takes to join our team and take up the challenge, please send your resume to [rh@rthibert.com](mailto:rh@rthibert.com)  
We appreciate all expressed interest in this position, however, only the candidates selected for interview will be contacted.*