

SALES REPRESENTATIVE

We are looking to hire a new Sales Representative for the British Columbia 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:

- Manage and nurture relationships with existing clients, including tire centers, automotive dealerships, tool and auto parts stores, and bike shops.
- Respond to client needs and inquiries promptly.
- Present and explain Thibert's programs tailored to client purchasing patterns.
- Understand and analyze market trends to identify opportunities for business growth.
- Travel extensively within British Columbia, with occasional travel across Canada.
- 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
- Any other tasks related to job

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 (Split duties: 80% travel and fieldwork, 20% office-based work).
- Bachelor's degree or Diploma in Marketing or Business is preferred.
- 3+ years of related outside sales experience, ideally in the automotive aftermarket category

We offer

- Comprehensive group insurance (life, disability, medication, dental, paramedical)
- An employee assistance program that includes psychological, financial, legal and wellness services
- Group RRSP with employer participation
- Opportunities to develop professionally through training
- Join a market leader with a strong industry reputation.
- Engage in a dynamic work environment with opportunities for growth.
- Be part of a team that values innovation and excellence.

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

We adhere to the principles of inclusive and egalitarian hiring. We thank all those who submit their applications. However, it is not possible for us to do a personalized follow-up for each of the applications submitted to us. We will only contact those who have been selected. As soon as they are hired, all candidates must have the right to work in Canada for the full duration of the work period. Upon request, proof must be provided by one of the following documents: a Canadian birth certificate, a Canadian passport, a Canadian citizenship certificate, a permanent resident card or confirmation of permanent resident status or provide a Canadian work permit issued for the work period. In addition, the company's selection process sometimes requires that candidates provide their consent so that the company can verify their background relevant to the position. Enterprise Robert Thibert Inc. may want to confirm their employment references, education and credentials, verify their previous employment, identity, criminal offences and driver's licence, and obtain a credit report. Enterprise Robert Thibert undertakes to keep confidential the information collected during the recruitment process.