

Outside Sales Representative

Reference No.:	11125C
Language:	Advanced English
Location:	Greater Toronto Area-Ontario
Salary:	80K plus commission
Account Manager:	Munir Jamal
Email:	mjamal@nevia.com
Job Type:	full time permanent

Description

Our client in business for over 30 years and well known for their fast growth and strong presence in the commodities market is looking for an Account Executive/Outside Sales for the GTA. Our client always invests into the newest equipment and training for their team. This position requires the candidate to come in the office once a week (Friday). You'll be on the road for the most part. The base salary is \$80K plus commission, Competitive base salary plus profit Sharing, Automobile allowance. Health & Dental Benefits, Extended Health Care, Life Insurance On-site Parking, Vision Care ,Wellness Program and Employee Assistance Program. Working Hours: Monday to Friday, standard 8-hour shifts. This job mainly requires working outside. Location: on the road within GTA, Ontario.

Responsibilities

- Familiarize yourself with our market's intricacies
- Engage with active, inactive, and potential clients in Great Toronto Area.
- Foster and uphold robust customer relationships, ensuring their satisfaction
- Submit daily reports on market trends to the inside sales team to enhance sales efforts
- Drive commercial sales and identify new business opportunities
- Collaborate with the inside sales team to strategize and optimize pricing for dormant and prospective accounts
- Generate and provide customer quotes, bids, and estimates
- Offer current product pricing, availability, and delivery timelines
- Recommend product alternatives based on customer requirements

Qualifications

- Minimum of 5 years' experience in transactional or industrial sales is essential
- A solid 5 years of experience in outside sales within the GTA region is mandatory
- Excellent business communication skills, encompassing both written and verbal
- Fluency in English is required
- Enthusiasm for sales, coupled with a keen interest in skill development and enhancement
- Commitment to continuous learning and professional growth
- Adaptability within the dynamic steel commodity market