



Having opened six GTA warehouses in our first year NEXT is growing and our team is the key. Our goal is to hire the best people the plumbing industry has to offer. If that's you, we'd love to hear from you. See what we're all about at www.nextsupply.ca/video

OUTSIDE SALES REPS

We are seeking energetic, enthusiastic and career-oriented sales professionals who have the ambition to build a career as we build a business. We have aggressive goals for the future and you should too.

Job Description

Our Outside Sales Reps establish and maintain accounts by acting as a business partner that seeks to understand their customers' needs and provide the best service possible. Sales reps must develop a thorough understanding of NEXT products and services as well as the general requirements of the GTA plumbing industry.

Responsibilities

- Prospect potential new accounts, determine opportunities for NEXT to provide service and communicate the NEXT offering.
- Visit existing customers to review needs, manage sales volume and determine growth opportunities.
- Work with Inside Sales and local warehouse teams to meet product needs and execute orders.
- Develop and manage relationships with key decision makers and influencers at all levels of customer organization.
- Develop, manage and update customer profiles and information.
- Prospect and develop new market opportunities.

Our ideal person

- 2 - 5 years sales experience (maximum). Open minded, willing to learn & hungry.
- Plumbing industry experience and knowledge is an advantage.
- Outstanding communication skills. Impressive on the phone, in writing and in person.
- Demonstrated understanding of customer service excellence.
- Works well in a fast paced and highly productive (& really fun) environment.
- Team player with a positive "can-do" attitude.
- Goal setter with ability to track results and adjust efforts accordingly.

Please forward a resume & cover letter to opportunities@nextsupply.ca