



Outside Commercial Sales Representative Vaughan Location

NEXT Supply is the new generation of supplier in wholesale Plumbing and Hydronics – setting superior standards in service, product availability and delivery. NEXT has strategically located local warehouses across and beyond the GTA, each with a full quantity of inventory and strong, strategic delivery capabilities.

Role Overview:

As an Outside Commercial Sales Representative, you are responsible for the development and management of sales initiatives and activities focused within the Greater Toronto Area's commercial segment.

What You Will Do:

Sales and Customer Support

- Building and maintaining relationships with existing customers by offering product knowledge and assistance for their daily requirements.
- Visiting job sites as required to identify if any opportunities or challenges that exist to ensure NEXT standards of service are being met, reporting all details and results.
- Continuously looking for opportunities to increase market penetration by identifying opportunities with existing and new customers.
- Providing customer support including answering incoming calls, order entry, product sourcing and follow-up as required.
- Lead and work within a sales team environment to support the customer's long term and daily requirements.
- Reviewing daily report to ensure pricing accuracy for customer orders prior to billing.
- Liaison with shipping department (Corporate and/or Branch) for all special customer requests.
- Coordinating with A/R to work through credit issues and resolve any pricing discrepancies.
- Dealing directly with vendors to coordinate product training for customers, source product and secure pricing.

What We Require:

- 3 to 5+ years of previous experience in a similar role is required.
- Strong product knowledge of plumbing and hydronic supplies is preferred.
- Excellent customer service skills are required.
- Multi-tasking skills with the ability to manage various orders and activities.
- Self-motivated and results driven.
- Team oriented – ability to work well with others and contribute to winning culture.
- Excellent written and verbal communication skills.
- Excellent organizational skills and attention to detail.
- Ability to remain calm under pressure, react quickly and provide solutions to problems.

- High sense of urgency, strong work ethic, willingness to compete and win.
- Ability to remain strong under pressure and provide logical solutions.
- Ability to build long lasting relationships.

Why Join NEXT Supply?

At NEXT, we value our employees, fostering a respectful and collaborative culture that emphasizes diversity, innovation, integrity, and entrepreneurial spirit. Join our dynamic, inclusive team where you can enjoy your work, learn new skills, and grow professionally.

Application Process:

We're eager to welcome candidates who believe in excellent service and in being involved with their co-workers, customers, and the community. We appreciate all applications, however, only those selected for an interview will be contacted.

We are proud to be in compliance with the Accessibility for Ontarians with Disabilities Act (AODA), 2005 and the Integrated Accessibility Standards Regulation. We are happy to honour accommodations at any part of the recruitment process and invite you to let us know how we can help.