



## Outside Sales Barrie 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 the GTA and beyond, each with a full quantity of inventory and strong, strategic delivery capabilities.**

### **Position Overview:**

The Outside Sales Associate is responsible for helping develop strong relationships with customers and the organization. Their ability to communicate and support our value proposition on behalf of NEXT supply is paramount to the success of the individual, the company with our existing and prospective customer base.

### **What you will do:**

- Communicate and support our value proposition to the customer base in an effective manner.
- Work in a team environment to address the needs of the organization and customer base.
- Schedule appointments and visit customers as needed to build strong relationships, review customer needs, and determine opportunities.
- Provide product quotes as required.
- Organize and attend joint sales calls with vendors.
- Work within the business unit to support branch/company needs.
- Provide, or work with the inside support teams, to react or anticipate to customer concerns ranging from logistic support, product information, rush deliveries, vendor liaisons and more.
- Successfully identify new opportunities with products and open new accounts.
- update customers on product changes, market changes in pricing and NEXT initiatives.
- Provide solutions to customers' problems.
- Attend Trade Shows and Conferences (if applicable).
- Review internal sales reports to identify opportunities and threats in the marketplace.
- Perform maintenance and updating of customers' accounts as required.
- Keep up to date on new products, services, procedures and tools by attending training and departmental meetings.
- Other duties as assigned to support the internal operating of the branch including, but not limited to, working within the branch as required.

### **What we require:**

- Highly motivated with a positive work ethic.
- Able to understand and relate to Customer urgency and get others to react accordingly.
- 1-3 years of related experience.
- Strong product knowledge of Plumbing and Hydronic supplies.
- Excellent customer service skills.
- Excellent written and verbal communication skills.

**Successful Candidates will be required to:**

- Be on-site at the Barrie, ON location.
- Produce a clear police record check.

**For consideration, please apply online. As part of our commitment to inclusivity, diversity, equity and accessibility, our goal is a workplace built on respect that reflects the communities we serve. We thank all applicants for their interest in NEXT Supply but 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.**