



NATIONAL SALES REPRESENTATIVE

BASED IN MONTREAL, CANADA

SALARY IS NEGOTIABLE – PPE/TOOLING/SAFETY EQUIPMENT

The Company

My client is a national supplier of tools, equipment, and safety product lines for the Canadian and US markets. This is a rapidly growing company who are looking for a talented National Sales Representative who will utilise their experiences, processes, and proven results-oriented methods to partner and grow national business. This position will report to the VP of Sales and partner with Regional Sales Managers.

The Role

- Managing complex national accounts, through planning, execution, and building relationships
- Ensuring internal company functions provide the highest level of customer service
- Providing updates to leadership as needed
- Investigating and resolving queries and issues raised by national accounts
- Holding business reviews to capitalize on opportunities for sales growth
- Manage product margin targets
- Promote new product offerings to target National Accounts and their branch networks
- Efficiently manage all required administrative functions, such as weekly reports.
- Carefully manage selling expenses within your territory
- Work in conjunction with distribution representatives to ensure customer service is always maintained
- Coordinate product knowledge meetings, safety seminars and product demonstrations to Sales teams and their customers
- Organize and attend trade shows
- Utilize company sales tools to increase product sales to the existing customer base
- Deal with any warranty and service issues
- Prepare plans and analytics for customers meetings
- Provide product sales forecast by category as required
- Understand the programs within Buying groups and use company influence to increase loyalty through participation in national accounts
- Deliver high-quality presentations both internally and externally
- Update CRM as needed

The Candidate

- Strong interpersonal skills, comfortable working in a team environment
- Leadership experience
- CRM experience and specifically with Salesforce
- Attention to detail
- Ability to work under pressure effectively
- Proven experience building high-value partnerships
- Excellent organizational skills and forecasting experience
- Computer Literate (Excel/Word/PowerPoint)
- Experience with building and executing growth-driving merchandising plans
- Experience working within the Tools, Safety and Industrial space

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