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## Sales Representative for Ontario

### Ontario

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#### Overview

The Sales Representative for Ontario is responsible for visiting distributors and superstores to meet the delivery standards for the brands delivered through the warehouse. The representative remains the primary contact with designated clients in their territory and must be able to balance the various priorities and demands both internally and with clients.

#### What You Will Do

Sales representatives perform some or all of the following duties:

- Promote customers;
- Identify potential customers and solicit them;
- Provide clients with a presentation or description of the benefits and uses of the goods or services;
- Evaluate and establish prices, credit or contract terms, warranties and delivery dates;
- Write contracts of sale or others, or draft them;
- Communicate with customers, after the sale or signing of contracts, to solve problems and ensure follow-up;
- read the documentation about product innovations, competitors and market conditions, and act accordingly;
- Representing companies that export and import products or services to or from foreign countries;
- may perform sales transactions using e-commerce;
- Supervise, if necessary, the work of other sales representatives.

#### Skills & Qualifications

- Bachelor's degree in Business Administration or a related field;
- Sales experience an asset;
- Good communicator and very sociable;
- Excellent organizational skills and priority management;
- results-oriented;
- Must be able to communicate in English.

#### Why Join?

**The organization.** A strong, growing organization delivers the highest quality products from around the world and at the forefront of national and international quality standards applied to our products and processes.

**The role.** A stimulating work environment where challenges are not lacking and where recognition is at the rendezvous.

**The people.** Part of a dynamic organization proud to offer service and product excellence to its customers and staff. They offer many opportunities and they are proud of the attention they pay to their employees.

#### Your Next Steps

Email your resume in **word format** to [joliveri@radarhh.com](mailto:joliveri@radarhh.com). Please quote **project #106743** in the subject line. radar promotes the highest standards of integrity and principles of quality, diversity, equity, and ethical practice. We thank all those who submit their résumés. Only those selected for further consideration will be contacted.