

Sales Representative – Commercial Markets.

Location: GTA – York – Durham – Peel Regions

The Company

Our client is a leader in rental HVAC, hot water and security solutions with over 1.4 million customers. Their portfolio consists of 1.2 million residential water heaters in Ontario while the Protectron™ Security and Monitoring business is the second largest of its kind in Canada with over 325,000 subscribers. They are a \$400 million business, having doubled in size over the last 5 years and are growing.

Our client offers a progressive workplace that provides numerous opportunities for advancement. Its 2,000 employees work hard every day to make it one of Canada's top employers.

We are focused on growing revenues, and, to help drive this growth, we are adding sales professionals to our team.

The Opportunity

As sales/business development professional, this is your dream job; a great product/service offering, an abundance of potential clients to present to, support from the very top of our first class organization to everything you'll need to complete the sale – training, coaching, marketing, advertising, technical support, and the opportunity to progress to a six figure income.

This is first and foremost a hunter role. Your role is to hunt down and offer sales strategies to ensure Commercial Solutions revenue and unit growth objectives are met through new business development prospecting in the Small to Medium Enterprise (SME) market. You will offer targeted SME customers a unique program & product(s) that will save them capital and ensure business continuity. Enthusiasm, professionalism, face-to-face presentations and persistent follow-up will be keys to your success in this role. You need to be driven, always thinking ahead and planning your next move.

Key Responsibilities

- Generate sales leads within defined markets and customer segments
- Meet or exceed monthly sales targets
- Sustain a high success level of closure rates on qualified leads
- Foster relationships with contractors and suppliers
- Size and price commercial jobs for customers and contractors
- Provide written and verbal quotes for a variety of commercial applications
- Identify and participate in local business events and committees
- Provide ongoing communications to contractors and customers
- Work collaboratively with the Commercial Sales Team
- Complete contracts and applicable documentation accurately and promptly

- Monitor compliance standards with contractors, including installation and customer service levels
- Schedule and manage installations through install agents

Education, Experience and Technical Skills

- University or equivalent degree with several years of progressive sales experience
- Well developed computer skills in Microsoft Office products
- CRM experience an asset
- Field-related technical understanding an asset

Required Soft Skills & Competencies

- Entrepreneurial; demonstrated ability to generate sales leads and grow a territory
- Process oriented, with a strong attention to detail
- Proven, excellent, communication and negotiation skills
- Excellent written, verbal and presentation skills
- Customer focused; skilled at interacting with both internal and external customers
- Relationship Building; strong ability to develop new and effective relationships including customers, contractors and sales support groups
- Ability to work with minimum supervision

Compensation is a combination of base salary and commission plus bonus based on target overachievement. Sales Representatives are supplied with a cell phone and lap top and the company offers a comprehensive Flexible Benefit Program, a non-contributory defined contribution pension plan and an optional Employee Savings Plan. If you are a results-driven sales professional and are interested in joining one of the fastest growing companies in Canada, please apply on line, and you will be contacted ***immediately*** if your background closely matches the requirements as stipulated in this posting. We thank everyone for applying.

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