



## Sales Representative - Vancouver Island (Victoria Based).

Founded over 40 years ago, King Marketing is a national manufacturer’s agency primarily focused on representing leading brands in the hardware and home improvement industry. With 5 offices across the country and over 60 Sales and Service Representatives, King Marketing represents some of the most well known manufacturers in the industry.

We have an immediate opening for a Sales Representative to cover Vancouver Island. The successful candidate will report to the National Sales Manager.

This role would be ideal for an engaging, out-going, organized, self starter with the ability to spend time “on the road”.

### Responsibilities include:

- Working in Home Improvement and Hardware stores such as Home Depot, Rona, Lowes, Home Hardware and Timber Mart, driving sales for the manufacturer’s King Marketing represents.
- Initiating in store activities such as introducing product lines, suggesting and writing orders, product display implementation and maintenance, cross merchandising activities, product knowledge training sessions, and processing defective merchandise returns. This may involve consumer end user calls.
- Working directly with the represented manufacturers both on the road and through regular phone and e-mail contact, as well as taking key manufacturer principles to accounts as required.
- Prospecting and soliciting new customers.
- Working with distributors and distributor reps to grow the business.
- Participating in trade shows, dealer shows, and customer events.
- Reporting all activities on a daily basis through an on-line reporting system.
- Meeting or exceeding sales targets.
- Building and maintaining relationships at all levels in the territory from head offices to individual store owners and managers as well as store staff.
- Willing to spend up to 25% of the time on overnight travel in the territory.

### Competencies

- Applicants should have a high level of computer literacy.
- Outgoing, with good social skills, at ease around people.
- Performance driven with a competitive nature.
- Self-Starter that can work on their own.

*British Columbia*

148 - 11121 Horseshoe Way  
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*Your Brand Champion*

**Education**

- High School Diploma or equivalent.

**Experience**

- Ideally the candidate should have industry experience in the home improvement sector.
- Retail experience preferred.

**Requirements**

- Clean Driving License.
- Reliable Car.

Please note that those selected for a job interview will be contacted.

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