



Sales Representative – Eastern Ontario

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 4 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 Eastern Ontario(Ottawa-Peterborough). The successful candidate will report to the National Sales Manager.

This role would be ideal for an engaging, out-going, organized self-starter.

Responsibilities include:

- Working in Home Improvement and Hardware stores such as Federated Coop, Home Hardware, Castle and Timber Mart, driving sales for the manufacturer’s King Marketing represents.
- Prospecting and soliciting new customers.
- 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.
- 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.
- Some overnight travel will be required

Competencies

- 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
Richmond, BC V7A 5G7
t 604 271 3455
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Alberta

218 - 5723 - 10th Street N.E.
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t 403 265 7791
f 403 265 1909

Manitoba

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Ontario

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f 905 624 8805

Quebec

10500 Cote-De-Liesse, Suite 120
Lachine, QC H8T 1A4
t 1 877 844 5464
f 1 877 844 5464



Your Brand's Reputation

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.

Compensation and Benefits

- Competitive salary including bonus plan.
- Company Medical and Dental Plan.
- Mobile Phone, Laptop.
- Car Allowance & Gas Card.
- Matching RRSP Contributions after 1 Year.

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