

## Outside Sales Representative

Join the company that was recognized as one of the Best Managed Companies in Canada since 2017.

Daltco Electric is Eastern Ontario's largest independent electrical automation and lighting distributor. Daltco Electric has been serving the industrial, residential, and commercial marketplace from its three locations in Kingston, Brockville and Ottawa since 1977.

We are looking to fill a permanent full time Sales Representative role in our Kingston branch. The successful candidate will be an organized, self-motivated individual who thrives in a busy, team-oriented environment.

## Scope of the Role

Reporting to the Branch Manager the Technical sales representative will be responsible for maintaining current customer relationships as well as developing new customers. The successful candidate will be an organized, self-motivated individual who thrives in a busy, team-oriented environment.

## Responsibilities

- Regular sales call cycle on assigned accounts promoting our value proposition and manufacturers we represent.
- Prospect and onboard of new accounts.
- Facilitate industry leading customer experience through effective communication within branch, operational and project teams
- Develop a sales pipeline to support monthly and yearly sales goals
- Develop and maintain technical knowledge on key product lines
- Develop market knowledge of customer needs and competitor strengths and weaknesses
- Participate in training sessions, trade shows, branch meetings and sales meetings as requested.
- Respond swiftly and courteously to customer inquiries.

## Skills and Experience:

- 1-3 years' experience working in the electrical industry
- Minimum Grade 12 education, electrical background or post-secondary education in a related Electrical Engineering Technician/Technologist program considered an asset
- Strong Communication and Interpersonal skills;
- Strong Computer skills