



GIT Canada Holding Inc is seeking a highly motivated business-to-business sales professional to develop the Atlantic Canadian market. As part of a global consortium doing business in Asia, EU and Middle East, GIT Canada was set up as a wholesale division for the North American market and is operating as the GIT Intuitive Wholesale Centre. The product line addresses the needs of flooring distributors, contractors and installers and includes Rigid Core Luxury Vinyl Plank, Click Lock Laminate Flooring, Vinyl Trim, and Composite Decking. GIT Canada Holdings Inc. was incorporated in (2019) and is building an innovative, growth team based in Saint John, New Brunswick.

Sales Representative Job Responsibilities:

- Identifying new customer opportunities and winning customer sales in Atlantic Canada is the primary function of this role.
- The ideal candidate serves flooring and decking distributors and by enabling GIT Wholesale's products to be listed and sold in their stores, securing forecasts and orders for those products.
- Securing new accounts, expanding existing accounts by proposing distributor agreements and registering these accounts on the GIT Website and obtaining orders from these accounts.
- Planning and organizing your daily work schedule involve calling on existing or potential sales outlets and other trade organizations.
- Deliver company presentations and sales presentations to qualify sales opportunities.
- Focuses sales efforts by studying existing and potential needs and volume of dealers.
- Submits proposals by referring to online GIT resources, price lists and product literature.
- Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses from the CRM.
- Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, and merchandising techniques.
- Recommends changes in products, service, and policy by evaluating customer feedback and competitive developments.
- Resolves customer complaints by investigating problems, developing solutions, preparing reports, and making recommendations to management.
- Maintains professional and technical knowledge by attending educational workshops, reviewing professional publications, establishing personal networks, and participating in professional societies.
- Provides daily activity updates to the firm's CRM records by maintaining records on area and customer sales.
- Contributes to team effort by accomplishing related results as needed.

The ideal candidate would be available for regular 40-hour week (business hours) and flexibility may be required at points in time when business volume or customer need dictates. Remuneration will be base salary plus commission structure.



Sales Representative Qualifications/Skills:

- Customer service
- Meeting sales goals
- Closing skills
- Territory management
- Prospecting skills
- Negotiation
- Self-confidence
- Product knowledge
- Presentation skills
- Client relationships
- Motivation for sales

Education, Experience, and Licensing Requirements:

- University degree with a concentration in marketing or business administration is preferred
- Three to five years of successful B2B industry sales experience
- Familiarity with Microsoft office software suite and Customer Relationship Management systems

If you are a sales professional and seeking an organization offering growth potential, please send your updated resume to info@GITwholesale.ca or call 1.877.3718808 Ext: 101