



November 2016

Territory Sales Representative Opportunity

Start your career with Zawadee today! If you have worked in retail, sales, or have worked in direct sales industry, you will find great success in our Wholesale Division.

We are looking for:

- Territory Sales Representative in the Eastern Corridor of Ontario
- Qualified Candidates will be considered for our Area Manager Role

Job Description:

Zawadee Ontario Region currently requires an experienced Sales Professional to be responsible for acquiring and maintaining new accounts within a specified territory or industry, while meeting the organization's sales targets.

Responsibilities:

- This position is responsible for promoting and selling Zawadee Products to various clients while building relationships; conducting sales presentations, conventions, trade shows and other related activities; negotiating the organization's contract terms with retail clients; and following and supporting the organizations marketing and communication strategies.
- Practices a number of methods, such as preparing and delivering follow-up letter, phone calls and responding to customer requests in a timely manner, to ensure customer satisfaction.
- Travels to, and visits premises, determines customer objectives/requirements and designs a program that will best meet the needs of the customer and the particular retail location.
- Obtains sales by developing new accounts, following up on company-generated leads and servicing the existing customer base.
- Provides first time customer will assistance on using the Wholesale Ordering System.
- Ensures all sales processes are administered via the organization's CRM portal.

Job Type: Commissioned with a Base

Job Requirements:

Educational / Technical Requirements

- Post secondary Degree/Diploma in Business Administration, Commerce, Marketing or Sales is an asset
- Strong knowledge of PC based applications (Microsoft Office Suite etc)
- Knowledge of a CRM tool such as Hubspot is preferred but not required (online training will be provided)
- Proven 2-3 years of Sales Experience in Business-to-Business sales

- Must have a clean driver's abstract

General Qualifications:

- Enthusiastic sales professional with results-driven mentality, who is motivated by success
- Excellent analytical ability, attention to detail, and ability to work independently
- Comprehends Sales programs to determine customer product fit
- Highly organized and able to work under pressure
- Strong prospecting skills including telephone and cold-calling
- Strong interpersonal skills and effective at building relationships - with a strong customer service orientation and negotiation ability
- Adaptable to changing environments
- Self-motivator with a positive outlook
- Experience in the Retail Industry is an asset

If you are interested, submit your resume here: [attach link to landing page]

About Zawadee.com:

We are proud to provide North American stores with quality lifestyle products of African origin including Jewelry, artwork, sculpture, entertainment and home décor using our innovative sales program.