

Outside Sales Representative – Newfoundland and Nova Scotia

Catalyst: A sustainable sales company. From the products we represent to the relationships we foster, our team is about the future. Servicing the electrical wholesale, lighting, and renewable energy industries in Atlantic Canada, we take pride in excellent customer service, maintaining strong relationships, supporting and understanding our local markets.

Purpose of the position

Develop new prospects and maintain relationships with established customers by identifying solutions to meet customer needs through in-depth product knowledge and understanding of client specific and industry trends.

Who we're looking for

We are looking for a hardworking, innovative, curious and enthusiastic person who enjoys interacting with customers and going the extra mile to ensure customer satisfaction. They have knowledge of the electrical industry (or a desire to learn), enjoy engaging with others, are passionate about sales, have a business administration background or experience working in a similar role. They are a self-motivated, goal-oriented person who can work independently or in a team setting and they have a desire to continuously innovate, improve, and learn.

What we offer

- A results-only work environment (the balance of both independence and accountability).
- Opportunity for continuous learning and development.
- 5-day work week with flexible hours.
- Opportunities to advance.
- A positive and progressive company culture.

Responsibilities

- Responsible for meeting or exceeding annual budget by promoting and selling products in the assigned territory, in compliance with the company's pricing policies.
- Maintain customer relationships by handling questions and concerns with speed and professionalism.
- Build sustainable relationships and trust with our customers' accounts through open and interactive communication.
- Maintain an understanding and application of the latest products, industry trends and client needs.
- Keep management informed of local competition and market conditions.
- Actively collaborate with management to create dynamic plans and goals.
- Carry out sales and merchandise programs as directed.
- Participate in training sessions, trade shows, networking events and sales meetings as requested.
- Demonstrate products after sale when necessary.

Working Conditions

Travel required, including some overnight travel. Ability to drive and operate a motor vehicle with a valid driver's license is mandatory.

- Must be able to work from home or a suitable location of choice
- Flexible vacation days with a progressive management team
- Comprehensive benefits package



Catalyst Sales and Marketing
Halifax, Nova Scotia

- Cell phone and monthly stipend
- Computer provided
- Mileage paid

Considered an asset

- 2-3 years' sales or electrical industry experience
- Graduate from a business or sales related program

Job Type: Full-time

Required language: English

Required license or certification: Driver's Licence

Compensation: Based on experience

Job Location: Primarily Nova Scotia and as required, St. John's, Newfoundland

To apply: Send your resume and cover letter to taylor@catalystsales.ca.