

**Position:** Bilingual Outside Sales Representative

**Location:** Montreal, Quebec Area (Home Office)

**Territory Responsibility:**

- Province of Quebec
- Ottawa, Ontario

**Segment :** WireXpress

**Availability:** Immediately

## **Company Information**

WireXpress is part of a Fortune 500 company and a leading global supplier of communication and security products and electrical and electronic wire and cable. Our high-performing team works closely with customers and the community to better understand their business challenges specify cost-saving solutions and make informed purchasing decisions around technologies, applications and relevant standards.

WireXpress offers a variety of rewarding career opportunities, a wide range of benefits such as a competitive salary, generous bonus programs, a comprehensive employee benefit package and a tuition reimbursement program.

## **Position Description**

Develop new prospects and interacts with existing customers to increase sales utilizing knowledge of core customers and WireXpress product line. Responsible to profitably grow sales to achieve yearly sales goals as a sales consultant for current core industries and emerging industries and markets; responsible for prospecting for new accounts, retaining existing accounts, and increasing opportunities with existing customer. This position requires operation of a Personal Vehicle and such operation is done consistently more than 50% of the average work week. If selected for this position, WireXpress may request confirmation of an acceptable motor vehicle report, as an employment prerequisite.

## **Position Responsibilities**

- Conducts on-site customer visits with new and existing customers. Manages sales volume with an existing group of customers, prospects successfully to expand the customer base.
- Forecasts, prospects, and bids for new business to include customers, markets, and additional service opportunities.

- Maintains existing and builds new customer partnerships. Develops and sustains sales relationships with key decision makers and influencers on all levels of an organization.
- Shares market and competitor information with all applicable channels within the organization; establishes relationships and working partnerships.
- Partners with customers, vendors, Credit, and A/R to quickly resolve customer service issues.
- Identifies customer products needs and coordinates execution of orders.
- May conduct negotiations with suppliers, vendors, and manufacturers.
- Assists in training or mentoring of associates.

**Your sales skills need be unrivaled, but it also helps if you have:**

- Excellent bilingual verbal and written communication skills (English / French)
- A confident and determined approach
- The ability to cope with rejection
- Self-motivation and drive
- A competitive streak
- Regular national travel required
- Periodic International travel may be required

Please submit your resume in both English and French.

*We are grateful for your interest in WireXpress; however only the candidates selected for an interview will be contacted.*

*WireXpress is an equal opportunity employer that values diversity in the workplace. WireXpress is also proud to provide employment accommodation during the recruitment process. Should you require any accommodations, please notify us if you are contacted for a job interview.*