



We're looking for an Outside/Inside Sales Representative!

Responsible for working as a team to land new customers across Ontario and support dealers within Canada and the US to ensure monthly sales objectives.

Department:

Sales

Reports to:

Director, Sales & Quality

Responsibilities

- Responsibilities and roles may vary to fulfill the sales department's most urgent needs.
- Proactively contact existing customers/dealers regarding pending projects, quotes and future orders.
- Contact and visit prospective customers/dealers to introduce the company, our products, services and strengths.
- Monitor market conditions, product innovations and competitor products and prices.
- Present, promote and sell products over the phone and through email.
- Directly manage multiple accounts, ensuring excellence in execution and service.
- Prospect call preparation, including company background research and other pertinent lead information.
- Provide quotes to customers/dealers and feedback to the company.
- Identify customer/dealer's buying trends and provide reports to management.
- Enter, update, and maintain CRM information on leads, prospects, and opportunities.
- Build pipeline, generate leads and execute performance to ensure monthly sales objectives.
- Perform additional assignments and duties as required.

Apply online at www.sheridanseating.com/careers