

THE JOB:

The primary role of the Sales Representative - Commodities is to develop and maintain a solid portfolio of customers who consistently buy. This role requires someone with an entrepreneurial spirit who is motivated to make cold calls that generate orders versus waiting for an inquiry and gets satisfaction through the overachievement of sales targets. If you are driven to succeed, enjoy a fast-paced highly competitive environment, thrive on delivering a customer-centric experience, and want to earn an above average income – let's talk!

DUTIES & RESPONSIBILITIES:

- Develop and nurture a solid base of customers who consistently buy
- Build potential customer lists, using a variety of search methods, constantly growing your prospects
- Cold call prospective potentials in order to qualify them and determine if they are a good fit for Weston Forest
- Maintain and grow existing Weston Forest accounts
- Provide outstanding support to customers by answering incoming customer calls, provided information on the status of orders or stock supply, writing/verifying/tracking orders
- Develop lasting relationships with customers allowing for favorable consideration when buying
- Negotiate regularly and ensure transactions are profitable.
- Achieve new account, sales and gross profit targets, through your daily activities. Meet other KPI's as needed
- Work closely with lumber buyers and managers to ensure product supply and market awareness
- Assist with accounts receivable collections and customer maintenance as needed
- Travel to visit customers and potentials
- Participate in training and development courses, continuously improving your skill set
- Other duties as required to attain company goals

KNOWLEDGE & SKILLS REQUIRED:

- 3+ Years experience within a fast paced sales environment.
- Entrepreneurial, driven, strong work ethic and the ability to make sound decisions under pressure.
- Comfortable with commissions being component of annual income.
- Knowledge of softwood lumber and panels coupled with experience selling these products an asset.
- Knowledge of manufacturing processes, structural wood products and retail industries an asset.
- Bilingual French and English a strong asset.
- Must have a valid Passport and be able to travel into the United States.
- Has access to an automobile and has a valid driver's license.
- Strong phone sales skills with a confident and personable approach.
- Good business acumen, team approach, professionalism, creativity and persistence.
- Ability to communicate effectively and professionally with contacts at all levels
- Results-driven, ambitious and self motivated
- Versatile with the ability to quickly change directions
- Strong problem solving skills.

All candidates are required to be fully vaccinated.

THE COMPANY

Weston Forest originated as a family business in 1953. Today we are a vital, dynamic organization, repeatedly recognized by Deloitte as one of *Canada's Best Managed Companies*, recipient of the *Canadian Business Excellence Awards for Private Businesses*, and winner of *Waterstone Canada's Most Admired Corporate Cultures Award*. Weston Forest is certified as a Great Place to Work®!

Our culture is one of personal growth, continuous improvement, and opportunity. It is vibrant, informal, and inclusive. We live by our brand promise: "YOU'LL LOVE DOING BUSINESS WITH US".

Our Core Values:

- o Entrepreneurial organization committed to continuous improvement
- o We do what we say
- o Inspiring personal and professional growth
- o Your success is our success
- o More than just a place to work
- o Results matter, but people matter more