

SALES REPRESENTATIVE- COMMODITIES

THE JOB

The primary role of the Sales Representative - Commodities is to seek out, develop and maintain a portfolio of customers who consistently buy. This role requires someone with an entrepreneurial spirit, a true people person, who is self motivated and enjoys cold calling. If you are driven to succeed, enjoy a fast-paced highly competitive environment, thrive on delivering a customer-centric experience, and like the sound of limitless earning potential (shout-out to our uncapped commission structure) – let's talk!

HOURS OF WORK: 8:00AM – 5:00PM

DUTIES & RESPONSIBILITIES

- Seek out and cold call prospective customers in order to qualify them and determine if they are a good fit for Weston Forest.
- 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.
- Maintain and grow existing Weston Forest accounts.
- Provide outstanding support to customers by answering incoming customer calls, provide information on the status of orders or stock supply, write/verify/track 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

- 2+ 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 a 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.



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

Weston Forest is committed to an inclusive, barrier-free recruitment process and work environment. Please advise Human Resources of any accommodations that are required. Any information regarding accommodation will be treated as confidential.

