

Are you ready to launch your career to new heights? Are you outgoing, innovative, and motivated to achieve great things? Start a career like no other.

At Gescan, we are passionate about offering our employees challenges, responsibilities, coaching and learning opportunities to bring their careers to the next level and we really mean it, we talk the talk and walk the walk.

Today, we are building for the future and looking to become the market leader in our industry while building a company that is one of the most admired in Canada. It is a tough goal but maybe with your help and other great candidates we can make this happen.

The Counter Sales Associate is responsible for developing and maintaining positive customer relationships and ensuring that customers are satisfied with regard to order taking, product, pricing, deliveries and overall service.

Key Responsibilities:

- Contacting current customers and identifying new products and potential up-selling.
- Responding to and processing incoming calls and orders.
- Opening new accounts.
- Developing customer base and sales leads by making cold and warm calls.
- Entering orders into system.
- Maintaining knowledge base on current products and learning about new products.
- Identify product[s] the customer requires that may not be stocked by the Company and sourcing the product[s].
- Providing pricing quotations and follow-up on quotes.
- Purchasing [direct orders].
- Counter Sales [where applicable].
- Shipping & Receiving - daily verify orders and fill-in if the shipper/receiver is absent [where applicable].
- Credits/Debits.
- Returns - as required.
- Providing basic technical support on products.
- Provide quotations and product information.
- Troubleshooting [freight problems, expediting, etc...].
- Responding to inquiries.
- Closing orders.
- Other duties as required.

Required Qualifications:

- High School Diploma required.
- Post Secondary courses in Sales and/or Marketing preferred.
- Knowledge of Microsoft Office required.
- 1-3 years related experience.
- Product knowledge or industry experience preferred.