



Outside Sales Representative - Industrial

EECOL Electric is looking for an experienced individual to take on the challenge of Industrial Outside Sales Representative based in our Langley branch location. The Industrial Outside Salesperson is responsible for providing prompt, courteous and knowledgeable service to EECOL's clients and customers. He or she is expected to meet and exceed personal sales objectives by pursuing walk-in and telephone customers and developing a network of contacts in their territory leading to future sales. Strong focus will be on pre-sales activities and direct customer interaction. Other duties may be assigned as necessary.

EECOL employees enjoy...

- First rate benefits including generous flex benefits, health & dental plan, disability, life insurance, vision care and a Defined Benefit Pension Plan rarely offered by other companies.
- Regular reviews, raises and bonus opportunities.
- Generous Paid Time Off / Vacation policy.
- Permanent, full time positions, Monday through Friday. Weekends and evenings are for friends, family and fun, not for work!
- Promotion from within; excellent opportunities to advance.

The Job

- Attend to the geographically and customer defined sales territory and report to management as required.
- Generate sales through personal contact with walk-in and or telephone customers, repeat customers and sales leads, presenting product samples.
- Qualify new business prospects and build an active, high potential prospect list.
- Maintain a high level of service to existing customers; managing the customer relationship from contract execution through delivery to after sales service; and soliciting referrals from these customers, where possible.
- Maintain a professional appearance, demeanor, and attitude at all times.
- Keep sales and expense reports accurate and up-to-date.
- Achieve sales quotas and the objectives of employment.
- Participate in corporate marketing activities such as conferences and trade shows as required.
- Maintain a high level of customer service.
- Ensure accuracy in all transactions, inventory, and procedures.
- Participate in all manners of branch operation as required in a satellite.
- Maintain a high level of product and service knowledge.
- Performs other duties as required.

Who we're looking for

- In-depth knowledge of the Electrical Products Industry
- Minimum of 3 years of relevant work experience
- Demonstrated excellence in customer service and client support
- Excellent interpersonal, organizational and communication skills
- A strong desire to grow and build new business relationships
- Able to build and maintain lasting relationships with customers
- A positive and enthusiastic attitude
- Exceptional written, verbal communication and presentation skills.

How to apply

Wade Emmons, Regional Sales Manager
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