

Are you ready to start a challenging new career? Are you a team player, enthusiastic, and motivated to achieve great things? Start a career like no other!

Overview

Gescan is looking for an **Inside Sale Representative**, reporting to the Branch Manager. This position is tasked to use their sales skills to develop our customer base by making cold and warm calls, and open new accounts for our company to service. When not opening new accounts the **ISR** is contacting our current customers to inform them of new products, and looking for opportunities of potential sales.

This position is ideal for anyone that enjoys busy work and is looking for an opportunity to grow their electrical products knowledge into a rewarding and lucrative career!

About Gescan

We (Gescan) are one of the largest electrical distribution networks in the world. We are passionate about offering our employees challenges, responsibilities, coaching and learning opportunities to bring their careers to the next level.

We are a member of the Sonepar Group, the world's largest privately-held electrical distributor. The Sonepar Group is present in more than **44 countries on 5 continents** with approximately **2,800 locations** and **43,000 employees**.

What's In It For You?

- You will be working out of Gescan's **Langley** branch, which is a part of our **BC Head Office**.
- An opportunity to be exposed to many business departments within our organization.
- You will be working for the **world's #1** privately held business to business distributor of electrical products and related solutions.
- A chance to get involved in the **forever growing electrical industry**.

To explore and learn more about Gescan, please visit www.gescan.com

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].
- Assist with product 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.

Desired Skills & Experience:

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

Benefits & Perks

- We offer a competitive salary, plus a full set of benefits, including:
- Flexible benefits program allowing you to choose from options that best fit you and your dependents' needs. Benefit options include: Medical, Dental, Vision, Health Spending Account & RRSP matching.
- Employee Assistance Program, Tuition Reimbursement, Employee Discounts and a career path.
- Regardless of your benefits program, you will receive company paid Life Insurance, and employee paid disability.

Next Steps

We are interested in knowing more about you! Start an exciting career and enjoy a number of employee benefits by applying online. Gescan thanks all applicants, only those individuals selected for an interview will be contacted.

More information on Gescan:

Website: www.Gescan.com

Twitter: [Gescan West](#)

Facebook: [Gescan Canada](#)

LinkedIn: [Gescan](#)

YouTube: [GescanTV](#)