



## Outside Sales Representative

*RONA Calgary Area (Proximity)*

There is an exciting new career opportunity available at RONA. The **Outside Sales Representative** is responsible for achieving sales quotas through building and maintaining profitable relationships, developing and securing new accounts and where relevant, maintaining existing accounts. The ability to aggressively pursue new leads and develop new business opportunities is critical to success in this role.

### RESPONSIBILITIES:

- Proactively, tenaciously solicit customers in the assigned territory by promoting a business relationship with RONA
- Meet and exceed sales objectives targeted for current and potential customers by promoting RONA's products and services
- Present special promotions to customers in assigned territory
- Facilitate positive, constructive communication between customers and stores
- Maintain customer profiles including keeping records up-to-date, complete and accurate
- Collaborate with stores in assigned territory to maintain relationships and support sales growth

### QUALIFICATIONS:

- Proven track record of building positive, sustainable business relationships and able to leverage them to grow sales
- Highly results driven and sales focused
- Superior, professional communication skills both verbally and in writing
- Excellent time management and organizational skills to deal with large customer base and deliver results within agreed deadlines
- Energetic, self-motivated and determined to meet challenges with a positive attitude.
- 3-5 years' previous experience in an external sales capacity, preferably within the building industry
- Strong knowledge of RONA product lines, retail and/or wholesale sales principles, methods, practices and techniques preferred
- Valid driver's license and own vehicle. Candidates may be asked to provide a current driver's abstract
- Must be proficient in the use of Microsoft Word, Excel and Outlook.
- Travel is a requirement for this role

#### STATUS:

Full-Time

#### CAREER OPPORTUNITY POSTED ON:

April 12th, 2017

#### APPLICATION DEADLINE:

April 26th, 2017

#### POSITION START:

A.S.A.P.

#### STATUS:

Full-Time



Founded in 1939, **RONA Inc.** is a major Canadian retailer and distributor of hardware, building materials and home renovation products, operating a network of over 500 stores with approximately 24,000 employees.



**CAREER OPPORTUNITY POSTED ON:** April 12th, 2017  
**APPLICATION DEADLINE:** April 26, 2017  
**POSITION START:** A.S.A.P.

If you are interested in the position, please submit a copy of your resume and cover letter via email to the following:

**Attention: Ashley Graham, Recruiter, Western Canada**  
**Email: [ashley.graham@rona.ca](mailto:ashley.graham@rona.ca)**