



Job Posting | **Sales Representative Trainee – Western Canada**

Orgill Canada Hardlines, ULC is the wholly owned Canadian based subsidiary of Orgill, Inc., the largest and fastest growing independently owned hardlines distribution company in the industry. Orgill, Inc. is recognized as the industry leader for its development of innovative retail programs and services that are designed to fulfill a simple mission:

Help Our Customers Be Successful

Position Summary:

Sell Orgill products, programs, and/or services by developing and maintaining relationships with both prospective clients and existing customers. Trainee position will advance to permanent sales territory in Canada.

Duties and Responsibilities:

- Sell all Orgill products, programs and services that are applicable to existing customer base while managing the order process to maximize sales with minimal claims and/or returns
- Increase market share with existing customer base by identifying and acting upon all sales opportunities using the assistance of smart start conversions when available
- Pursue prospective customers by preparing and presenting professional sales proposals which effectively establish rapport and develop relationships with prospective account decision makers
- Effectively prepare for and attend Orgill Dealer Markets to maximize sales and attendance
- Engage in ongoing education to maintain a high level of product, vendor and industry knowledge to maximize sales
- Develop and implement weekly action plans to maximize sales with effective scheduled sales calls and travel itinerates
- Maintain records of store contacts and tasks to maximize sales
- Perform other duties as assigned or requested to support the successful conduct of business

Skills and Qualifications:

- Committed to a high standard of safety and comply with all safety policies and practices
- Excellent verbal and written communication skills
- Knowledge of standard concepts, practices, and procedures within the hardlines industry
- Ability to comprehend and effectively sell all Orgill products, programs and services
- Ability to effectively manage time and prioritize multiple responsibilities
- Ability to effectively communicate with customers, vendors, and Orgill personnel
- Ability to persuade and influence others
- Excellent relationship-building skills
- Self-motivated with ability to work and excel with minimal supervision
- Willingness and ability to stay abreast of what is new to industry and at Orgill
- Must be proficient with use of email, internet, and Microsoft Office computer applications
- Must have two or more years of experience in the wholesale or retail hardware, lumber, building material and/or farm supply trade
- Must have a valid driver's license with a good driving record



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- Prefer candidate with Associate or Bachelor Degree
- Flexible to travel anywhere in Canada with travel expenses paid

Please apply by sending your current resume and a cover letter to:

HRRH@ORGILL.COM

Please note the position title in the subject line

Orgill Canada Hardlines, ULC is an equal opportunity employer; this position is offered in accordance with this principle. Accommodations are available at all stages of the employment process.