

Sales Representative

Employer:	Superior Business Solutions Limited		
Posted:	1 months ago	Closing Date:	April 10, 2024
ES Job ID:	15402	Location:	Sault Ste. Marie and Area
Sector(s):	Sales & Marketing, Retail	Duration:	N/A

Job Description:

Job Title: Sales Representative

Company Overview:

Superior Business Solutions Ltd. maintains a strong commitment to customer service and support, servicing Ricoh and Toshiba equipment within Sault Ste. Marie and the Algoma District, from Elliot Lake to White River. As a trusted provider in the region, we are committed to driving success for businesses across the region.

Position Overview:

We are seeking a passionate and results-oriented Sales Representative to join our customer-centric team. The Sales Representative will play a crucial role in driving sales revenue by promoting our products and services, building strong customer relationships, and identifying new business opportunities.

Responsibilities:

- Meet or exceed assigned sales revenue targets by effectively promoting and selling Superior Business Solutions' products and services.
- Develop and maintain strong relationships with existing customers, serving as a trusted advisor and strategic partner.
- Identify and pursue new business opportunities through prospecting, networking, and cold calling.
- Prepare and deliver compelling sales presentations and proposals that align with Superior Business Solutions' value proposition.
- Customize product and service solutions to address the unique needs and challenges of each customer.
- Stay informed about industry trends, new products, and competitive offerings to effectively position Superior Business Solutions in the market.
- Attend training and associated workshops to increase product knowledge.
- Collaborate with internal teams to ensure customer satisfaction and drive business growth.
- Maintain accurate records of sales activities, customer interactions, and opportunities.
- Continuously strive for professional development and growth to enhance sales skills and product knowledge

Salary:

Competitive salary plus commissions.

Benefits:

- Comprehensive health benefits package.
- Opportunities for professional development and career advancement.
- Supportive and collaborative work environment.



**SAULT
COLLEGE**



**Employment
Solutions**

**YOUR JOB IS OUT THERE.
WE'LL HELP YOU FIND IT.**

Required Skills:

- Bachelor's degree in Business Administration, Marketing, or a related field (preferred).
- 1-3 years of direct sales experience in a Business-to-Business (B2B) context (required).
- Prior experience in inside sales roles and/or technology, hardware, or information technology sectors (preferred).
- Strong business acumen with the ability to understand and articulate complex business solutions.
- Excellent interpersonal and communication skills, both verbal and written.
- Proven ability to build and maintain relationships with customers and stakeholders.
- Proficiency in using CRM tools, Microsoft Office suite, and other sales-related software.
- Valid driver's license and reliable transportation.

How to Apply:

To apply for the Sales Representative position at Superior Business Solutions, please submit your resume and a cover letter outlining your qualifications and suitability for the role at info@superiorbusiness.ca.

Only shortlisted candidates will be contacted for further evaluation.

Superior Business Solutions is an equal opportunity employer and welcomes applications from individuals of all backgrounds and abilities.

SAULT STE. MARIE
WEBINQUIRYSSM@SAULTCOLLEGE.CA
705.945.0705

477 Queen Street East, Suite 203
Sault Ste. Marie, ON P6A 1Z5

BLIND RIVER
WEBINQUIRYBR@SAULTCOLLEGE.CA
705.356.1611

1 Industrial Park Road, Suite 205
Blind River, ON P0R 1B0



**SAULT
COLLEGE**



**Employment
Solutions**

Canada

**EMPLOYMENT
ONTARIO**

Ontario