

<b>Job title</b>	Boutique Sales Representative	ADW-RH-002.01D-EN
<b>Department</b>	Sales	
<b>Reports to</b>	Sales Manager	

*Note: The masculine form is used to lighten the text, and, without prejudice to the female form. We thank all candidates for their application; however, please note that only qualified candidates will be contacted and considered for potential employment.*

AD WATERS is a company specializing in the field of decorative plumbing with over 30 years of experience, with operations in both Canada and the USA. We are currently looking for an Boutique Sales Representative in **Montreal**.

### JOB SUMMARY

The incumbent will be responsible for generating new opportunities, responding to inquiries, providing information and making recommendations regarding products distributed by AD Waters.

### TASKS AND RESPONSIBILITIES

- Generate new sales opportunities for our products
- Contact, by email or phone, and visit actual and potential customers to respond to their questions or to advise them on our products
- Find ways to develop a clientele and information to evaluate their potential
- Complete written and clear proposals/quotes for customers
- Resolve customers' problems and respond to their complaints and refer him to the right department
- Complete market analysis (determine the value of existing and potential customers for our firm)
- Stay well informed regarding the products' application, technical service, market conditions, competition's activities, advertising and promotional trends, etc.
- Any other related duties

### QUALIFICATIONS

Minimum of 3 to 5 years of experience in plumbing sales or an extensive experience in retail

### KNOWLEDGE, SKILLS AND ABILITIES

- Maintain current accounts as well as develop new ones
- Establish and maintain a solid relationship with his customers
- Ability to recommend the best products AD Waters offers
- Ability to match or exceed customer needs and expectations
- Excellent interpersonal skills
- Dynamic, driven and detail orientated

### BENEFITS AND ADDITIONAL INFORMATION

- Car allowance
- Group insurance (medical, dental, LTD, life)
- Group VRSP
- Work schedule Mon-Fri; 8AM-5PM