



<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 a Boutique Sales Representative.

#### **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 answer 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  
Certification in Design is a plus

#### **KNOWLEDGE, SKILLS AND ABILITIES**

Excellent interpersonal skills  
Dynamic, driven and detail orientated  
Diligent, proactive and great organization skills  
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  
Ability to travel for business purposes (Territory: Mississauga to Windsor, New Market North to Sault Ste. Marie)

#### **BENEFITS AND ADDITIONAL INFORMATION**

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