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EMPLOYMENT

Sales Representative – Erikson Commercial (Québec) - Great Work Environment!

JAM Industries is a leading distributor of consumer electronic goods, pro and commercial audio equipment, and musical instruments. To learn more about JAM Industries, please visit our website at www.JamIndustries.com.

We are currently seeking a talented, resourceful, confident candidate to join our team as Sales Representative for our Erikson Commercial Division, handling the Quebec territory as a whole. Erikson Commercial, which operates under Erikson Pro, is a Canadian distributor of installation audio and video solutions that include installation commodity products, assistive listening, system control, and automation. Our market caters to the audio and video systems contactors and integrators.

The Sales Representative will be responsible for growing brands within the prescribed territory by contacting prospective customers and strengthening relationships with existing clients.

Specific responsibilities will include, but are not limited to:

- Servicing existing accounts by maintaining inventory levels, performing staff training seminars, merchandising goods, and coordination of store promotions when needed;
- Cold calling to prospects and existing customers;
- Following up with new/existing customers, leads, and opportunities;
- Maintaining up-to-date knowledge of products and ensuring customers are informed of current and new products;
- Attending trade shows, educational seminars, and sales meetings, as required;
- Completing administrative tasks in a timely manner, including weekly activity reports;
- Providing excellent customer service and developing strong customer relationships;
- Actively participating in weekly conference calls and sales meetings to improve sales efficiency and success;

Requirements:

- Completed college
- 5 years Commercial Audio sales experience, ideally in distribution, manufacturing or at the dealer level;
- Knowledge of territory and dealers would be an asset;

- Valid driver's license and reliable transportation required and must be able to travel regularly to customers located throughout Quebec, and attend North-American trade shows;
- Able to work with all client levels, including dealers, end-users, consultants, etc;
- Self-motivated, self-starter who is well organized and enjoys a challenge;
- Experience with and a strong commitment to customer service is essential and excels at providing excellent customer service;
- Can sell - proven track record;
- Can handle difficult situations with diplomacy and tact;
- Has a hunger to grow and succeed;
- Strategic thinker – can think outside the box and on your feet;
- Able to work closely with management to ensure achievement of sales objectives;
- Proficiency with Microsoft Office Applications;
- Exceptional verbal, written, and presentation skills;
- Engaging, likable and confident;
- Demonstrated organizational ability and follow-through;
- Demonstrated ability to work in a fast-paced, dynamic environment;
- Demonstrated ability to work autonomously with minimal supervision;
- Strong attention to detail;

Human Resources – Kessia Funes Kessia.Funes@JamIndustries.com

While we appreciate your interest, please note that only qualified candidates will be contacted.

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