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EMPLOYMENT

Independent Sales Representatives – North45 Distribution (Ontario, Quebec & West Coast)

North45 Distribution is a leading Canadian distributor of professional and commercial audio equipment. To learn more about North45 Distribution, please visit our website at www.north45distribution.com.

We are currently seeking talented, resourceful, confident candidates to join our team as Independent Sales Representatives for our North45 Distribution Sales Division, for the territories of Ontario, Quebec, and West Coast. Our market caters to all audio contractors, integrators, live sound providers, and wholesalers.

The successful candidates will be responsible for growing the North45 Distribution portfolio 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 as needed
- Calling on prospective 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
- Achievement of sales objectives

Requirements:

- 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 the prescribed territory of Ontario, Quebec, or West Coast
- 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
- Strong commitment to customer service
- Can handle difficult situations with diplomacy and tact
- Has a hunger to grow and succeed
- Demonstrated ability of working closely with management to ensure achievement of sales objectives
- Proficiency with Microsoft Office applications
- Exceptional verbal, written, and presentation skills
- Engaging, personable, and confident
- Demonstrated ability to work in a fast-paced, dynamic environment
- Demonstrated ability to work autonomously with minimal supervision

Please send resume to:
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This completely revised, reorganized, and updated edition includes more than 30 new pages and dozens of brand new graphics, with dramatically expanded coverage of show networking technology and fresh real-world examples. Drawing upon his extensive experience in the field and classroom, author John Huntington clearly explains everything that goes on behind the scenes and inside the machines to bring bold visions to life in real-world settings.

The book offers an in-depth examination of the control and networking technology used in lighting, lasers, sound, stage machinery, animatronics, special effects, and pyrotechnics for concerts, theme parks, theatre, themed-retail, cruise ships, museums, interactive performing arts, and special events.

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