



Company: Under the Roof Decorating
Location: Calgary or other appropriate location
Industry/Job Category: Outside Sales
Job Type: Full Time
Position: Outside Sales Representative
Relevant Work Experience: 5+ Years
Educational Level: High School Diploma required. Post-secondary qualifications in sales and/or marketing an asset
Salary Range: \$50,000 per year plus sales commission, and eligible for yearly bonus and share options.

Job Category: Outside Sales

Business Overview

Under The Roof Decorating (UTR) is a young, vibrant company devoted to bringing new and highly innovative home products to market. Building on the great success of our first, award-winning product, Hang & Level™ the Picture Hanging Tool, we continue to expand into a whole line of home decorating products and accessories. Our hard work and entrepreneurial “never give up” approach to business has earned national distribution for our products in over 5,000 stores across Canada and the USA.

More than ever we need passionate, professional and motivated sales people to help take our company to the next level of growth. As a successful candidate you will join a highly seasoned and effective team devoted to achieving excellence in everything we do. You will have the opportunity to work closely with some of the largest and most exciting retailers in North America and your accomplishments will have a direct impact on the growth of the whole company.

To learn more about our company and our products, please visit us online at utrdecorating.com!

The Position:

The Outside Sales Representative will be responsible for generating sales with existing customers and developing opportunities with new customers within an assigned territory.

This position will report to the VP Sales/CEO (TBD)

The Responsibilities:

- Prospecting and qualifying new sales targets, leads and contacts in order to open new accounts for our products
- Establishing a dialog with retail buyers with the objective to get them interested and excited about our products
- Gathering the required documents and information needed to complete a thorough Deal Review
- Participating in Deal Review discussions with the sales team
- Present quote and close deal.
- Visiting prospective customers to present and discuss product offerings, programs, pricing quotes and follow up to close the deal
- Organizing and attending joint sales calls with existing customers

- Continuously updating customers on new product offerings, marketing and PR programs
- Attending Trade Shows and Conferences as required
- Preparing reports for sales and marketing, and keeping expense accounts
- Updating customers' account information including contact names and call history in CRM database
- Keeping up to date on new products, services, procedures and tools by attending training and departmental meetings
- Participating in weekly sales and marketing team meetings
- Other duties as assigned
- Some travel required. Own vehicle.

The Qualifications:

- Must be keen, self-motivated "hunter". Able to work independently with low to moderate supervision
- Excellent verbal and written communication skills.
- Strong sense of professionalism and personal discipline - will follow through on promises and commitments
- Must be a good team player and able to work with others to achieve the most profitable solution overall
- A passion for engaging with others; willing to make frequent cold calls and follow a trail of potential leads in order to find the right buyer / decision maker
- Product and industry knowledge an asset
- Proficient in computer usage with basic programs such as Excel, Word and ability to quickly learn to use internal sales performance systems
- Fluency in French and Spanish would be considered an asset

Do you want to join a young, dynamic & rapidly growing company? If you are creative, passionate and enjoy working in a fast paced team environment, please apply now!