

# ***JOB OPPORTUNITY***

## **EZ Street Canada Sales Representative**

(Winnipeg)

**EZ Street Canada is currently seeking a Winnipeg based Sales Representative serving the Saskatchewan, Manitoba and Western Ontario**

### **What will you do with EZ Street Canada?**

EZ Street Canada is currently seeking a Winnipeg based Sales Representative. EZ Street Sales Representatives have the opportunity to work with one of the most lucrative product lines in the business and are encouraged to be true resources for our customers by establishing long lasting relationships. The Sales Representative will work with the support of our senior level executive management on an ongoing basis. The Sales Representative has the opportunity to maximize their income potential and advance professionally.

### **Key Objectives for this position are:**

- Develops and maintains annual business plan, accurate activities plans and monthly forecasting
- Meet and exceed sale targets: achieve maximum sales
- Make the appropriate number of calls on prospects versus customers. Identify potential growth areas, and open new accounts.
- As a member of the EZ Street team, provides strategic input into business decisions and long term planning
- Prepare written paperwork, presentations, reports, and price quotations. Continually learn new product knowledge and acquire better selling skills.
- Attend and participate in sales meetings, product seminars, and trade shows
- Travel throughout the Provinces of Manitoba, Saskatchewan and Western Ontario to develop the business via cold calling and network meetings

### **What Skills and Experiences are needed?**

- Strong communication and presentation skills.
- Must have outside sales experience
- Formal sales management training and experience which includes a comprehensive understanding of sales management processes is a plus
- Minimum of 2 – 5 years experience
- Must have a valid driver's license
- Moderate travel
- Must possess outstanding written, interpersonal communication and presentation skills
- Must have strong PC skills; Microsoft Office; database management software.
- Time management skills a must

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## **What are the benefits?**

- The EZ Street Sales Representative will enjoy a competitive base pay, excellent benefits and commissions
- Comprehensive training
- An existing base of business
- Company provided laptop, cell phone, and iPad
- Company vehicle
- In-house sales support team
- Advancement opportunity

**This position will be based out of Winnipeg, Manitoba.**

**Interested applicants should forward their resume and cover letter by Friday, August 17<sup>th</sup>, 2012 at 12:00 pm (noon) to Richard Hoare, General Manager:**

Mainroad Maintenance Products | EZ Street Canada  
17474 – 56<sup>th</sup> Avenue  
Surrey, BC V3S 1C3  
Email: rhoare@mainroad.ca

*July 17, 2012*