

Job # 940002

Outside Sales Representative

NUMBER OF POSITIONS 2

Location – MONTREAL

Description:

FULL-TIME PERMANENT

Our client is the world leader in design and production of state of the art high end and tri-athlete bicycles.

Responsibilities

- Meet or exceed monthly, quarterly and annual sales targets.
- Plan all account activities relative to the company throughout the year, paying particular attention to excellence in pre-season planning.
- Provide outstanding product knowledge training for every dealer in the territory.
- Ensure that all key retail sales people are specifically identified, educated and developed to be in-store Company evangelists.
- Provide regular reporting to management regarding territory health, opportunities and challenges.
- Manage Company's on-site execution of consumer events (rides, races, consumer trade events etc.)
- Actively research, cultivate and close new dealers in a responsible manner that does not compromise the company's selective distribution philosophy.
- In partnership with the Company's inside partner, recommend termination of unfit dealers as necessary.
- Perform market research activities as requested.
- Other activities as assigned.

Qualifications

- Minimum five years of experience in a field sales role in a specialty distribution business
- Three years of experience working in a bicycle store or sports specialty store; demonstrated ability to understand and appreciate the dynamics of the IBD environment.
- Fluency in all MS Office software applications
- Demonstrated ability to work with a variety of POS and IT software packages relative to sales and sales data management.

Salary

- **30k–40k (65k–75k With Commission)**
- **Full time**
- **\$10,000 Expense Account**

Application

[Click here](#) to e-mail us a current copy of your resume in MS Word format and one of our Placement Directors will be pleased to contact you should your qualifications match our clients' requirements.