



TRADE SALES REPRESENTATIVE ONTARIO

Cloverdale Paint is the largest family owned and operated paint company in North America. With over 66 Company stores and 140 Authorized Dealers across Canada, Cloverdale Paint has had a special relationship with its customers ever since the company was founded in 1933. That relationship was built on a commitment to exceptional quality in manufactured coatings and superior customer service.

Due to strong growth and excellent results, we have an incredible opportunity for a driven and successful outside Trade Sales Representative in the Ontario Market. We are a Canadian, Family Owned company who is looking for the right individual that shares the same values we do:

- Respect for People
- Commitment to Integrity
- Industry Leading Service
- Fostering Innovation
- Focussing on Quality
- Clarity of Communication
- Social Responsibility
- Promoting Success

The successful candidate will focus on the Architectural Coatings market in the Kitchener / Waterloo region with a mandate to drive new sales, while increasing Cloverdale Paint's brand recognition, spec position and overall revenue in the region.

WHAT WE'RE LOOKING FOR

- A highly motivated person who is organized with excellent time management and planning skills.
- Task and detail oriented with a history of meeting and exceeding revenue goals.
- Self-directed and able to perform in the role with minimal supervision.
- Confident and comfortable with making person to person cold calls.
- Experienced in crafting presentations and value propositions, comfortable presenting to clients and prospects.
- Outgoing with the ability to build trust-based relationships with customers and prospects.

WHAT YOU'LL BE DOING

- Aid in the development and execution of strategic initiatives for the region resulting in sales/profit growth.
- Build and strengthen relationships within the region with contractors and specifiers.
- Maintaining and growing existing business, while aggressively exploring new opportunities.
- Be an ambassador for Cloverdale Paint Inc. within key markets through industry associations including meetings, tradeshow, seminars and various events within the region.

WHAT WE OFFER

- Base salary, commission, benefits, profit sharing, vehicle allowance, company paid expenses.
- A supportive and growth-oriented management team that embraces new ideas and fosters camaraderie and continuous improvement within our group.
- A great work environment with collaborative colleagues and a fun atmosphere.

APPLICATION INSTRUCTIONS

To apply, please send cover letter and resume to careers@cloverdalepaint.com by July 13th. Thank you.