



Industrial Sales Representative – Northern Saskatchewan

Saskatoon, Saskatchewan

An incredible opportunity awaits the right individual who will focus on the Protective Coatings market with a mandate to drive new sales within mining, energy and heavy industrial sectors, increasing Cloverdale Paint's brand equity, spec position and overall revenue in the region.

What we're looking for:

- A coatings and linings professional with experience in the Protective Coatings industry
- Proximity to the key decision makers within the applicator market in Northern Saskatchewan
- Knowledge and understanding of the engineering community that drives specifications in key industries including mining, oil and gas, civil and infrastructure sectors
- A hunter mentality, 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
- Experience in crafting presentations and value propositions, comfortable presenting to clients and prospects
- Familiar with Cloverdale products and competitive offsets
- Ability to travel 25% to 50% of the time, primarily within the region with some requirement for overnight travel, primarily within Western Canada

What you'll be doing:

- Aid in the development and execution of strategic initiatives for the region
- Manage an assigned territory of clients and focus on account planning to grow our share of wallet within the base
- Maintain a sales pipeline for both new business and organic growth within the region, planning your activities and working collaboratively with management and internal stakeholders to maximize conversion rates and achieve revenue targets
- Be an ambassador for Cloverdale Paint Inc. within key markets through industry association 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 April 13, 2018. Thank you.

Cloverdale Paint is the largest family owned and operated paint company in North America. With over 65 Company stores and 120 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.

