



Sales and Marketing Specialist

EUROPLEX INTERNATIONAL IMPORTING LTD. – We are an importer/distributor in business for over 30 years, we are expanding and looking for 2 qualified/self-starters to join our team! Our focus is on quality, and our specialty is fine European Flooring. The salesperson must be comfortable and confident promoting and selling high-end European flooring brands through our existing customers and must be proficient generating new clientele as we expand into new products and territories.

POSITION SUMMARY

The two candidates will oversee business development operations and marketing to help expand the business, while developing and maintaining positive business relationships with existing clientele (throughout Western Canada). Our head-office, showroom and warehouse is located in Delta, BC.

SPECIFIC RESPONSIBILITIES:

Sales:

1. Assist sales representatives with administration and all marketing functions.
2. Develop and build strong relationships with key-players in the single and multi family housing, interior design, and construction sector.
3. Service existing retail clients.
4. Increase sales through the acquisition of new clients.
5. Take and write-up sales orders then price accordingly (as per pricelists).
6. Assist in sampling and order coordination to ensure complete customer satisfaction.
7. Communicate with customer base all promotions and new products. Manage discontinuations of products and advise clients as needed.
8. Product Knowledge Seminars and trade shows.
9. Maintain professional and long-term business relationships with all customers.
10. Assist Customers in the Europlex showroom.

Skills:

- Well-developed communication skills.
- Must possess strong personal presence and interpersonal skills.
- Ability and willingness to learn the hardwood floor business.
- Able to work with minimum supervision.
- Enthusiastic, hardworking team player with the desire to succeed.
- Must be able to adapt to various duties in a small organization environment.

Education: High school (at least) / College, post-secondary an asset

Experience: 1-2 years Sales experience (minimum) / industry experience an asset.

SALARY:

Salary + Commission (dependant on experience)

For Consideration please send resume to Jessica.laudien@europlex.ca