



EUROPLEX
INTERNATIONAL IMPORTING

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! We are looking for 1 candidate to take care of Greater Vancouver area, and the other to manage Alberta sales. 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, which includes both A & D and retail markets. The person 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 and showroom is located in Vancouver, 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 price-lists).
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.
11. To be part of a team.
12. Daily sales report and communication with sales team and management.

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: Industry experience required.

SALARY:

Salary + Commission (dependent on experience)