

Playground & Recreational Products Sales Consultant

Employment Opportunity **RecTec Industries Inc.**



RecTec Industries has an exciting opportunity for a highly driven Sales Professional. We are a small group of individuals selling exceptional product and enhancing the lives of people in communities all over British Columbia. We are looking for a dynamic Sales Professional to capitalize on opportunities and build on our existing client base, develop sales strategies and take advantage of new opportunities in British Columbia. The ideal candidate will be a self-starter, team oriented and results driven. They should be able to effectively communicate with a wide range of clients; Parks and Recreation Directors, Landscape Architects, Architects, Engineers, Developers, Contractors, School Principals, Maintenance Departments and Parent Committees. This is a full-time opportunity for a sales professional who can work independently with support from our experienced team in Delta and Kelowna, BC. It is preferred that the candidate be based out of Kelowna to service the territory, which is the interior and northern areas of BC, but consideration will be given to the right individual.

To succeed in this job, you will need the following experience, skills, and knowledge. We are open to equivalent relevant experience.

Experience

- Successful sales background
- Experience selling to the public sector or the construction industry
- Strong written and verbal communication skills
- Familiarity with construction industry practices and landscape architecture
- Experience with design programs such as AutoCad
- Computer competency
- Strong negotiation skills
- Post-secondary education preferred

Attributes

The candidate must be able to demonstrate:

- An ability to develop and manage relationships with buyers and influencers.
- Highly developed presentation and facilitation skills, with the ability to effectively communicate with diverse groups.
- Responsiveness and being action-oriented with the ability to align product and design proposals with customer needs, budgets, and preferences.
- Able to learn our design approach, technical aspects of the product lines, product safety requirements, and the procurement practices of various types of customers.
- Highly organized systems and processes for managing priorities.
- A positive attitude with care for great customer service.

Compensation

- Base Salary
- Generous Commission
- Car Allowance
- Benefits Package

Interested?

Please send your resume and cover letter to admin@rectecindustries.com before Feb. 22, 2019. Thank you to all applicants, we will be responding to only those selected for an interview.