



## SALES REPRESENTATIVE

Blum is a family-owned company that specializes in manufacturing superior quality hinge systems, drawer runners and lift systems that enhance user convenience in the kitchen and other living areas.

### YOU

- ... Are a team player with an outgoing personality and excellent interpersonal and communication skills.
- ... Have demonstrated ability to work independently and be self-responsible.
- ... Have demonstrated technical ability, both in communication and hands on assembly work.
- ... Have demonstrated expertise in selling ideas, applications and concepts to production managers and or developers.
- ... Are committed to continuous learning and effectively utilizes all the tools provided by the company.
- ... Have a post-secondary education in business administration, sales and or wood processing technology or design.

### WE

- ... Value experience – you have 3+ years of working experience in Sales.
- ... Focus on digitalization – ideally you are familiar with CRM and ERP and have advanced skills in MS Office programs.
- ... Appreciate a structured way of working – you have strong presentation, organizational and time management skills.
- ... Provide opportunities for personal development – you are enthusiastic about extending your technological skills.
- ... Provide with excellent benefits package and RRSP matching contributions.
- ... Provide with a company car, iPad, iPhone, credit card.

### Contact:

**Neil Purdy**  
Sales Manager  
Western Canada

Mobile: +13062818400

E-Mail:

[neil.purdy@blum.com](mailto:neil.purdy@blum.com)





## LET US TALK ABOUT YOUR ROLE SPECIFICALLY

- ... You will assist in the implementation of the Sales strategy as explained and introduced from time to time in your specific territory or as assigned.
- ... You will identify market opportunities in your territory, prepare, plan, and develop ideas how to approach a specific segment and use marketing tools provided to achieve sales goals.
- ... Set objectives and evaluate progress made towards those objectives to predict, react and adjust to market changes
- ... Enhance the partnership with our Distributors and their customers, including frequent co-travel, training online and in person on product knowledge, product applications, and troubleshooting for product applications.
- ... Introduce new products and services from time to time.
- ... Train distributor personnel.
- ... Maximize sales to the existing client base and develop new prospects.
- ... Manage Original Equipment Manufacturers in the territory and offer them support and expertise in utilizing Blum's products and services.
- ... Participate in Trade shows in Canada and/or if applicable abroad.
- ... Travel extensively to cover the assigned territory, 35% or more spent overnight.