



## **Sales and Marketing Representative – New Brunswick and Prince Edward Island**

Blum is a family-owned business specializing in manufacturing premium quality hinge, slide and lift door systems that improve user comfort in the kitchen and other living spaces.

### **You**

- Have a good team spirit, are dynamic and have excellent interpersonal and communication skills.
- Are able to work independently and assume your responsibilities.
- Demonstrate great technical ability, both in communication and in carrying out practical work.
- Have good expertise in presenting ideas, uses and solutions to production managers and/or designers.
- Are determined to improve your learning on a regular basis and to effectively use the tools provided by the company.
- Have completed post-secondary studies in business administration, sales and/or wood processing technology or design.

### **We**

- We prioritize experience – you have a minimum of 3 years of sales experience.
- Let's focus on digital – ideally, you are familiar with CRM and ERP systems and have excellent command of MS Office software.
- Enjoy structured work – you have good organizational, presentation and time management skills.
- We offer opportunities for individual development – you are motivated to perfect your technological skills.
- Offer excellent benefits and joint RRSP contributions.
- Provide a company car, an iPad, an iPhone, a credit card.

## **Responsibilities**

**Under the guidance and support of the Team Leader, Sales – Eastern Canada, you will:**

- Collaborate in the deployment of the sales strategy which will be presented from time to time for your territory or according to the tasks assigned to you.
- Define the business opportunities present in your territory, prepare, plan and develop proposals on how to target a specific segment and use the marketing tools at your disposal to achieve sales objectives.
- Establish objectives and evaluate the results obtained against the objectives in order to anticipate, react and adapt to market changes.
- Strengthen relationships with our distributors and their customers through, among other things, regular visits and online and in-person training on the products, their use and the resolution of possible problems.
- Introduce new products and services from time to time.
- Train distributor personnel.
- Optimize sales from existing customers and find new potential customers.
- Manage the original equipment manufacturers present in the territory and provide them with support and expertise in the use of Blum products and services.
- Participate in trade shows in Canada and/or, in some cases, abroad.
- Travel frequently to serve the assigned territory.

## **Qualifications**

- Post-secondary education in business administration, sales and or wood processing technology or design.
- 3 or more years of experience in Sales, preferably in hardware industry or comparable.
- Bilingualism (English and French) is a strong asset.
- Strong networking and relationship building skills and excellent executional abilities.
- Familiarity with CRM, marketing platforms and ERPs. Have advanced skills in MS Office programs.
- Strong presentation, organizational and time management skills.
- Focused on development of behavioral and technological skills to serve the customer base optimally.
- Demonstrated ability to adapt to changing trends and think creatively.

This role needs to be based in New Brunswick and requires about 25% travel including overnight travel.

Blum Canada is an equal opportunity employer committed to providing an inclusive and diverse workplace. We are willing to offer accommodations during the recruiting process. Requests to this effect should be sent to [hr.ca@blum.com](mailto:hr.ca@blum.com) . Please submit your application to the following address: [hr.ca@blum.com](mailto:hr.ca@blum.com) .

Be part of a culture that encourages growth, diversity and inclusion.