

OPPORTUNITY STARTS NOW!

DISTRIBUTION**NOW**

Field Sales Representative

At DistributionNOW, we believe our associates are the best in the business. We help deliver energy to the world! Does that sound like something you'd like to be part of?

We value and reward hardworking, creative, and dedicated employees that desire to be part of a team committed to outstanding customer service. We take pride in our work, and we are responsible for our actions and the outcomes produced. We value our customers, our employees, and our community.

Our employees are dedicated to improving not only distribution, but also the way we deliver. We approach every task with energy and passion to make sure the job is done right the first time, and we strive to be the best in the industry. Every year, every day, every moment, we find new ways to meet and exceed our customers' needs. That will never cease.

RESPONSIBILITIES

The Field Sales Representative, reporting to the Branch Manager, is in direct contact with regular and prospective customers within the assigned territory. They are also responsible for promoting DNOW and providing information and services to generate sales and create customer satisfaction to ensure a competitive edge in the industry.

- Meets with customers to discuss topics of concern, service issues and product competition.
- Cultivates key business relationships within assigned territory calling on regular and prospective customers and solicit orders, maintaining good rapport and informs on value added products and services.
- Acts as a liaison to resolve concerns with customers and maintain a desired level of service.
- Investigates current and forecasted requirements and introduces available products/services.
- Provides customer specific and market specific market intelligence in order to provide assistance for the Inside Sales, Quotations, Pricing Group, and Materials Requirement Group resulting in the preparation of quotes offering competitive pricing and deliveries.
- Conducts follow-up interviews to ensure customer satisfaction. Compares pricing and market conditions to determine reasons for receiving or losing a quote.
- May be required to work the Inside Sales desk at times.
- Other duties as assigned.

QUALIFICATIONS

- Previous experience in an Outside/Field Sales role is highly desired.
- Willingness and the ability to travel is required
- High School Diploma or Equivalent
- Candidates will possess basic computer literacy.
- Strong communication and presentation skills.

Job Type: Full-time

Location: Rocky Mountain House, AB

Licence: Class 5 Drivers Licence

Apply NOW!

E-mail: DNOWrecruitingcanada@dnow.com

We thank all applicants who apply; however, only those under consideration will be contacted.