



Position: Territory Sales Rep

General information

VC999 is looking for a candidate with good experience in sales to complete our dynamic team in Toronto. Candidates must be focused on customer service. We specialize in packaging equipment and materials, primarily for the food industries. This sales position will be based out VC999 Toronto warehouse/office location. Candidate will travel to meet customers as needed in a defined sales territory. Base Salary is commensurate with experience, plus commission. This is a permanent position within a specialized company. Training related to the job will be offered, expenses are paid.

Job Description

- Generate, qualify, and close sales leads
- Source and develop client referrals
- Prepare sales action plans and strategies
- Schedule sales activity
- Develop and maintain a customer database
- Develop and maintain sales and promotional materials
- Plan and conduct direct marketing activities
- Make sales calls to new and existing clients
- Perform cost-benefit analyses of existing and potential customers.
- Maintaining positive business relationships to ensure future sales.
- Coordinate sales effort with team members and other departments.
- Strategically manage warehouse in compliance with company's policies and vision
- Ensure that the company has the adequate and suitable resources to complete its activities (e.g. people, material, equipment etc.)

Required Skills

- Sales experience, Management knowledge
- English as first language, French is an asset
- The candidate must be able to travel to the United States/internationally if required for training & trade shows
- Excellent selling, communication and negotiation skills
- Knowledge of relevant computer applications
- Knowledge of customer service principles
- Proven ability to achieve sales targets

Company Overview

VC999, XtraPlast, & XtraVac manufacture packaging machines and materials including Vacuum Chamber, Roll Stock, Shrink Packaging, Tray Sealers and more. With offices spanning the Western hemisphere, we are a fast-paced, customer-focused team.