

**Sales Executive Position**

Wishbone Site Furnishings all started in 1995 with one primary objective: to design and build maintenance-free, municipal-grade furniture using recycled plastic lumber and recycled metals. We have established ourselves, through the years and thousands of products later, as the industry leader in the site furnishings market with cities and municipalities across North America attesting to the fact that our products do exactly what they were designed to do.

Our success stems from our ability to adapt, create and deliver exceptional products that meet our customer’s expectations and the public’s demand for environmental stewardship. We have become a strong force and resource for those inquiring, acquiring, and building products using recycled plastic lumber.

**Job Brief**

We're seeking a qualified sales consultant to engage, market, and sell to Landscape Architects, contractors, and Government agencies. The sales representative will have a strong understanding of the sales process, excelling at generating leads, building relationships, and closing deals. The ideal candidate will be a quick learner with strong negotiating skills, and the ability to showcase our offerings compellingly. A self-motivated and focused **Senior Sales Professional** with 5 + years of experience and a proven record of achievement in **New Business Development**, **Relationship Building**, **Account Management** and **Value-Added** **Service Delivery**. Combines active listening skills with imaginative solutions to meet emerging needs and new challenges. Generates creative ideas and innovations to outpace the competition and gain market share. An accomplished communicator who skilfully collaborates with clients to determine needs, provide expertise, service, and support to realize improved business outcomes. Contributes a solid background of experience in building long-term business relationships based on integrity and professionalism.

**Key Strengths**

* **Consultative Sales and Business Growth** – Contributes business acumen in the creation of short and long-term sales plans to drive growth and profitability. Manages all phases of the B2B sales cycle from initial market analysis and lead generation through to initiating relationships, delivering informed presentations, negotiating contracts, and providing post sale support. Utilizes strong time management skills to cover complete territory.
* **Communication and Client Relations** – Interacts productively with a broad range of personalities and cultures from all levels of the corporate structure. Quickly builds credibility and rapport in networking new contacts and leveraging key accounts. Understands the importance of one-to-one customer service and is highly effective in gaining commitment and closing sales as a **Top Sales Performer**.
* **Time, Priority and Territory Management** – Effectively prioritizes daily activities and organizes sales calls; plans special events and promotions with keen attention to budgets and details. Provides energy, enthusiasm, and a strong work ethic in meeting the demands of a large sales territory. Thrives in a fast-paced environment and brings a proven track record of sales achievement, consistently exceeding monthly and quarterly quotas.

**Responsibilities**

* Represent our company’s brand, products, and services, starting with a comprehensive understanding and following with consumer research to identify how our solutions meet needs.
* Meet weekly, monthly, and annual sales quotas through the successful implementation of sales and marketing strategies and tactics.
* Generate leads and build relationships by planning and organizing your daily work schedule to call on existing or potential sales opportunities.
* Develop and implement a sales action plan through comprehensive data analysis, and adjust sales techniques based on interactions and results in the field.

**Requirements**

* Maintain working relationships with existing clients to ensure exceptional service and identification of potential new sales opportunities.
* Identify appropriate prospects, set appointments, make active qualifying sales calls, and manage the sales cycle to close new business in all categories offered.
* Possess in-depth product knowledge and be able to conduct demos and relay objection handling.
* Prepare professional, complete, concise, and accurate reports, proposals, and other documentation as required for executive-level presentations.
* Ensure company quotas and standards are being met.

**Skills and Qualifications**

5+ years in sales within a Landscape, Municipal & Building Materials specification setting

* Excellent communication, interpersonal, problem-solving, presentation, and organizational skills.
* Proficiency with sales quoting software and standard Microsoft Office software
* Personal integrity.
* Knowledge of the municipal sector and having Landscape Architect qualifications an asset.
* Ability to travel at least 25% of the time.

Wishbone offers an exciting opportunity within a vibrant, values driven work environment. We offer a competitive base salary, a profit-sharing plan and many benefits and incentives.

 If you meet the above qualifications and are interested in hearing more about the position described above, please submit your resume and portfolio to Scott Edwards at scott@wishboneltd.com. While we appreciate all interest, only qualified individuals will be contacted.