



Sales Development (Delta, BC – Tilbury Park)

RecTec Industries Inc. is seeking a dynamic full-time Salesperson to further develop our customer base and sales in the Vancouver area. RecTec has been providing innovative outdoor playgrounds and recreation spaces in the province of BC for over 27 years. RecTec is the exclusive dealer/distributor for a variety of high quality manufactures. These products are marketed to landscape architects, architects, municipalities, developers, contractors, schools, service groups and more! RecTec is known for creative solutions, unique products, superior customer service and a relationship-oriented approach to doing business. Learn more about us at www.rectecindustries.com.

ARE YOU WHO WE'RE LOOKING FOR: Do you have a design/planning background? Are you passionate, tactical by nature, results driven, and maybe a little crazy? If so, keep reading... You will need excellent recall, an appreciation for good aesthetics, and understand a sense of urgency. Your attention to detail and superior talent when it comes to prioritizing and maintaining focus on goals are critical to success! We want you to take ownership of this unique sales position and manage your busy territory without managerial oversight.

WHY YOU WANT TO WORK FOR US: RecTec is proud to call our synergetic team "Industry Experts". This one-of-a-kind industry is never boring and always growing! Our united salesforce is unlike any other. Oh, and in the summer we get Friday's off!

YOUR RESPONSIBILITIES WILL BE:

- Sell RecTec products in the Vancouver area
- Develop and manage relationships with buyers and influencers over a long sales cycle
- Align product and design with customer needs, budgets and preferences
- Quotations, Proposals, RFP's
- Attend conferences and sales meetings
- Presentations to diverse groups small and large

WHAT WE NEED FROM YOU:

- Ability to multitask and work with deadlines
- Strong presentation, written and oral communication skills
- Motivation and positive attitude
- Ability to investigate, search and problem solve
- Solid computer experience
- Ability to interpret construction and landscape drawings
- Ability to visualize equipment orientation and scale
- Successful sales background with minimum 5 years experience
- Passionate about children's and human physical health
- Previous landscape design or planning background would be an asset
- Reliable transportation and driver's license is required

Contact: Hiring Manager

Email: admin@rectecindustries.com