

Job Description of Work Functions

Position: Sales Representative (Ontario/Prairies/West)

- **About the position**
 - At Buffa Distribution, we are the Bowling Experts. We are looking to find an energetic and driven person to help us grow our continuously evolving business. We are in search of someone that will be present with clients, pound the pavement and help us attain a larger customer base, increase transactional value and increase transaction occurrence with clients. Also, we want someone who will represent the brand with passion and respect, through courtesy, professionalism, punctuality and just plain good business practices. We hope you find a place in our great company.
- **Target Objectives - always within respective territory**
 - Increase company revenue
 - Manage client accounts
 - Maintain and build relationships with clients
 - Create new accounts and clients, Create leads in sales pipeline - capital equipment
 - Prospecting clients and using strategic ways in creating more opportunity
 - Assist in client collections
 - Communicate with clients, promotions, events, seminars, specials
 - Be present at all company public functions
 - Maintain accurate records of all activities in company CRM
- **Qualifications**
 - Outstanding communication skills
 - Well written, spoken, presented
 - Fluent in English, fluency in French is a plus
 - Sales and account management experience
 - Out-going, hungry, hunter, go-getter personality, Energetic, accountable, proactive
 - Organised, detail oriented
 - Excellent follow up skills are essential
 - Team Player
 - Strong knowledge of the bowling industry
 - Office software knowledge: Outlook, Word, Excel
 - Sage 300 / Sage CRM experience is a plus
 - Availability to travel with reasonable notice
 - Ability to work productively from home/road/out of office environment
 - Valid driver's license & passport and ability to travel abroad required
 - Ability to work flexible hours and weekends
 - Must reside in the Greater Toronto Area

Buffa Distribution

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