



## ABOUT US

Mac's II Agencies are proponents of change, innovation and technology. We offer a positive, respectful and nurturing work environment in which our employees can grow. We empower and recognize the accomplishments of our people and encourage collaborative thought, while providing an enjoyable atmosphere, accompanied by attractive salaries, incentives and benefit packages.

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## JOB POSTING

### DISTRIBUTOR & CONTRACTOR SALES REPRESENTATIVE – LIGHTING

The **Distributor & Contractor Sales Representative** is responsible for promoting the exclusive lines of Mac's II's Lighting Division. The successful candidate possesses an exceptional ability to problem-solve and collaborate with an array of decision-makers and personality types. This role is best suited for a driven individual who will enjoy pushing new and current products to Greater Vancouver's lighting and electrical market.

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## SKILLS AND RESPONSIBILITIES

- Complete and thorough understanding of all MII product lines as it pertains to the role
- Focus on sample selling through client meetings, lunch & learns, counter days and tradeshow
- Conduct joint calls with distributor partners
- Maintain accurate and relevant pricing files with distributor partners
- Collaborate with manufacturers to roll out stock promotions and campaigns
- Approach customers with new, interesting and creative solutions to help meet sales targets
- Present and communicate effectively in group settings
- Posses strong organizational, communication and interpersonal skills
- Develop and nurture relationships with our manufacturers and customers

If you would like to be considered for this position please apply to Kyle Embley, Principal at [kembley@macsii.com](mailto:kembley@macsii.com).