



E.B. Horsman & Son

The Electrical Distributor of Choice!

Outside Sales – Cranbrook, B.C

About Our Team:

E.B. Horsman & Son (EBH) has been in business since 1900. We are strong, nimble and growing! EBH is proud to be a successful Western Canadian electrical distributor with 20+ locations throughout Alberta, B.C. & Saskatchewan, and one of Canada's Best Managed companies. We take pride in attracting and retaining the best people in the electrical wholesale industry with a strong culture, a competitive compensation package, opportunity for personal and professional development and a chance to make a difference. Are you ready to join the EBH Team?

What EBH has to offer:

- Exceptional training program where development is an important part of our culture.
- Safe, healthy and fun working environment with onsite and community events.
- At EBH we are proud to offer high team collaboration and permanent full-time employment with profit sharing and your birthday off
- Industry standard car allowance

About the Role:

We are currently seeking to fill an **Outside Sales Representative** position in our **Cranbrook Branch** location. Reporting to the Branch Manager, the Outside Sales Representative is responsible for maintaining and building positive relationships with customers and suppliers through generating accurate quotations, sales orders and returns that align with organizational sales targets. This role works closely with the Branch Manager and the branch staff to provide excellent customer service prevent potential issues and monitor ongoing projects.

What you will be great at:

- **You will bring a desire to provide excellent customer service.** Having an approachable demeanor and a positive "customer first" attitude will help with this role as you will be dealing with our clients. You will have working with a existing diverse customer base with lots of room for growth in Industrial, Residential, Commercial, Institutional which may include wineries, pulp mill, saw mills, cities and municipalities, school boards, contractors, OEM's the possibility is endless.
- **You will be challenged.** Not only you will be maintaining our current existing client but you will be challenged find new clients and or projects to build your client list portfolio.
- **You will be a communicator.** Communication is key for this role both verbal and written communication skills to provide updates to our customer such as new products or updates.
- **You will be a motivated individual.** With the continued growth you will be challenged in a fast paced environment with competing priorities.
- **You will have on going learning.** Previous electrical experience is an asset however; we will be providing regular product training to improve skills and knowledge.
- **You will be strong minded individual.** There will times where you must be resilient and persistent in order to deal with rejection from potential customers.



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- **You will be a presenter.** There may be opportunity where you will be required to lead presentation and meetings.
- **You will be going above and beyond.** There will be times when you are needed outside of Branch office hours on telephone or email for networking and relationship building activities. Some travel may be required.

What you will bring:

- Post-secondary certificate or diploma in a relevant area or equivalent combination of education and experience
- 5+ years of sales and customer service experience
- 3+ years of experience in the electrical/lighting industry is strongly preferred

How to Apply: If you believe your skill set matches the Outside Sales Representative description and are an enthusiastic, innovative, passionate and energetic individual we would like to hear from you! EBH provides a challenging work environment with growth opportunities. Please visit our ebhorsman.com/Careers page and submit your resume and cover letter for consideration.

We thank all interested applicants. However, we are only able to work with those who live in Canada and have permanent working status. Please note that only those chosen for an interview will be contacted.



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