

COMPANY: Westburne

LOCATION: Prince George, BC

TYPE: Permanent

DESCRIPTION:

Westburne Electric, a division of Rexel Canada Electrical Inc., is a leader in electrical product distribution, participating in the commercial, residential, industrial and institutional markets across Canada.

Westburne offers competitive compensation packages, and more importantly, opportunities for professional development, growth and satisfaction through active employee development engagement and communications. Further, Westburne offers longer term opportunities for career advancement tailored to your personal and professional goals. If you want to work in a dynamic team environment, and you excel when being trusted with responsibility then Westburne is the place for you.

Responsibilities:

- Manage oversight of a sales funnel to ensure achievement of sales goals and targets
- Research new opportunities / prospects using numerous methods including market research, networking, trade shows, etc.
- Manage key negotiations
- Formulate and negotiate strategic partnerships
- Work with various sales channels to establish best fit for closing sales and to cultivate channel partner relationships when required.
- Provide leadership, communication, and coaching to direct reports
- Cultivate an environment of trust, teamwork, accountability, self-confidence, and business ownership

The ideal candidate will be self-motivated and results oriented. He/she will conduct himself/herself in a professional manner, providing top-notch customer service to our customers. The candidate will possess excellent time management, organizational and communication skills, and will have a strong drive to succeed at what they do.

Skills & Qualifications:

- Bachelor's degree required in business, supply chain management or related major

- Minimum 5 years sales experience with senior-level professional clientele and a proven track record of achieving results within wholesale distribution
- Experience building senior level relationships
- Proven leader – demonstrates a high level of diplomacy, ability to negotiate, make difficult decisions, influence others and manage change
- Extremely organized with solid time management skills
- Strong business and financial acumen and Product knowledge of the electrical business is required.
- Multi-tasking Skills and proficiency in various Microsoft Office programs such as Outlook, Excel and Word

If you require any accommodation in the application process, please contact us with the “Need Help” button in Fitzii.

We thank all candidates for their interest. However, only those candidates selected for interviews will be contacted.

Please visit www.westburne.ca for other career opportunities. *We invite you to also click on “Life Here” <http://westburne.ca/life-here/why-westburne.html> to learn more about Westburne.*