



## Outside Sales Representative

### Job Description:

***At Urban Hearth we love what we do, care about our customers, and want to make their experience dealing with us enjoyable, professional and profitable.***

Now is your chance to join the Urban Hearth family as we are hiring an Outside Sales Representative. In this dynamic, fast-paced environment, the Outside Sales Representative is responsible to support, service, and sustain the existing dealer network; while also expanding distribution and increasing Urban Hearth's market share. Reporting to the Sales Manager with over 30 years in the industry, a sales career at Urban Hearth puts you in the position of selling some of the most popular brands in the industry.

As we continue expanding our operations, we're looking for an Outside Sales Representative who takes pride in their company as much as their work. If you are ready to drive sales, to learn through challenging experiences and work with a great team then you need to apply.

### Responsibilities:

- Respond to and follow up on sales enquiries, new leads and referrals.
- Continuously develop new business opportunities via lead generation and effectively manage a sales pipeline.
- Manage allocated account base. Quickly and efficiently respond to client queries and concerns, while working closely with other team members to ensure the delivery of excellent customer service.
- Learn the product offering and keep up with new products as they are introduced.
- Establish, maintain and develop current and potential client relationships.
- Present and sell the company's products and services to existing and potential clients while ensuring appropriate profit margins.
- Maintain up to date and accurate customer and lead information.
- Manage a sales funnel to ensure accurate forecasting of sales revenue.
- Consistently meet and exceed monthly and annual quotas.
- Prospect and generate leads in an assigned geographical territory.

- Provide product demonstrations & training sessions.
- Attend dealer openings, special events & tradeshow.
- Demonstrate competence with Apple (laptop and cell phone), Microsoft Word and Excel, CRM platforms and Google Docs.
- The willingness to travel approximately 70% of the time in an area encompassing Kingston to Windsor and as far North as Barrie. Applicants in Central Ontario will be given preference.

**What you'll need:**

- A positive attitude.
- Better than average typing skills.
- Solid time management and organizational skills.
- A proven and consistent track record selling to brick and mortar retail.
- Strong verbal and written communication skills.
- Strong organizational and presentation skills.
- An interest in learning more about developments & regulations in the hearth industry.
- An understanding of account management best practices.
- Resilience
- The ability to work as part of a team, with enough self-motivation to prioritize output without guidance.
- To be a change agent who presents ideas and influences positive change.
- A drivers Licence and clean driving history.

**Bonus if you have:**

- Established relationships with Ontario Hearth retailers
- Gas Fitters License
- WETT Certification

**Required Soft skills:**

- Integrity.
- Can-do attitude.
- Curiosity.
- Friendly demeanor.
- Humility.
- Sense of humour.
- Patience

**Benefits**

- Vehicle supplied for customer visits.
- Fantastic full benefits package.
- Apple computer & iPhone will be provided.

**Ready to Apply?**

- Please include a cover letter describing how your qualifications meet the requirements of the role along with your C.V. by email only to [uhperth.job@gmail.com](mailto:uhperth.job@gmail.com)
- Due to the large quantity of applicants, only candidates considered for the next stage of the interview process will be contacted.
- Urban Hearth has contracted an independent service to review qualified candidates.