

EMPLOYMENT OPPORTUNITY

FIELD SALES ASSOCIATE

(Commission based)

THE COMPANY

Eastern Safety Services provides first aid and safety training throughout the Province of Newfoundland and Labrador. We are a leader in delivering the Emergency Medical Responder – Ambulance program to the EMS system. In addition, we sell first aid, medical and industrial supplies to EMS, home care and other organizations across the province.

DUTIES

Reporting to the Director of Eastern Safety Services, the **Field Sales Associate** provides support to the Director on matters pertaining to customer service, shipping and receiving, sales, ordering medical and industrial supplies, replying to emails, and budgeting.

As a Field Sales Associate with Eastern Safety Services, you will develop your entrepreneurial skills and business acumen while travelling throughout Newfoundland. With guidance, provided training and daily interactions with customers you will build your confidence and gain real life experience in the business world.

As a Field Sales Associate you will be representing Eastern Safety Services, by approaching existing and potential customers by selling our products and services to businesses, organizations and general public. This position offers great uncapped commission as well as excellent career growth opportunities within one of the provinces largest health and Safety companies.

We Provide:

- Earnings based on sales
- Performance based compensation, unlimited Income potential
- Company business cards
- Sales office at CBS location
- Client portfolio management experience
- Opportunity for growth & career progression
- Certain allowances

QUALIFICATIONS

You Are:

- Entrepreneurial in nature
- Motivated, determined, and goal oriented
- Positive and competitive
- Energetic and ready to learn from the best
- Proud of doing the absolute best job with a high level of integrity
- Excited to work in a high-performance culture

Responsibilities

- Direct-to-customer sales throughout Newfoundland and Labrador
- Guaranteeing a fantastic end-to-end customer experience
- Reporting sales back to the team on a timely basis
- Promote the products and service in a professional manner

Requirements

- Prefer 1+ years of sales or customer service experience
- Able to travel away from home and work throughout Newfoundland and Labrador
- Attend conferences and functions
- Must have a vehicle in good condition and a valid driver's license.
- Must not have been convicted of a criminal or penal offense related to the tasks and responsibilities of the position.
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- Must be ready to travel within the region to approach existing and potential customers based on a list of prequalified leads with the intent to sell.
- Proven success in a relevant direct sales position is essential.
- Good communication skills

Work Conditions

- This is a commission only opportunity
- Ability to work evenings, holidays, weekends and travel away from home will be required

ADDITIONAL INFORMATION:

POSITION TYPE	Sales Based Contractor
JOB LOCATION	Newfoundland & Labrador
SALARY	Commission Only
CLOSING DATE	September 28, 2017
COMPETITION NO.	ESS-09-17-B

To apply for this position, please email info@easternsafety.ca. Please note the competition number in the subject line. Applications must be received by the end of the business day on the competition closing date. You may drop off a paper application to Eastern Safety Services 956 Conception Bay Highway, Conception Bay South, NL; or fax your resume to (709) 757-6542. Call us at (709) 757-7111 for assistance.

All qualified candidates are encouraged to apply; however, Canadian citizens and permanent residents will be given priority. Eastern Safety Services is strongly committed to employment equity and especially welcomes applications from all qualified candidates, including women, members of visible minorities, Aboriginal persons, members of sexual minorities and persons with disabilities.

Please be advised that we are unable to provide updates on current competitions. We thank all applicants for their interest, however, only those selected for an interview will be contacted.