

With over 30 years of experience in the plumbing industry, AD Waters has developed invaluable know-how and expertise in the North American market and its specificities. Today, with branches in all corners of the continent, AD Waters distributes an impressive range of market-leading lines of plumbing products, presenting a complete offering to its clients.

AD Waters Toronto is seeking to expand our Sales Team and is looking for a dynamic, driven and detail orientated Outside Sales Representative for our GTA West Territory.

The ideal candidate would offer a minimum of 5-7 years of experience in plumbing sales with the ability to maintain current accounts as well as develop new ones. This candidate knows how to establish and maintain a solid relationship with his customers and is able to recommend the best products AD Waters offers, to match or exceed their needs and expectations. Furthermore, the candidate has excellent interpersonal skills with an extensive experience in retail that would be considered as a major asset.

Tasks and responsibilities of this position encompass the following:

- Generate new opportunities for our products
- Contact, by email or phone, and visit actual and potential customers to respond to their questions or to advise them on our products
- Find ways to develop a clientele and information to evaluate their potential
- Make written and clear proposition/quotes for customers
- Resolve customers' problems and respond to their complaints and refer him to the right department
- Determine the value of existing and potential customers for the company by doing market analyses
- Keep himself informed regarding the products' application, technical service, market conditions, competition's activities, advertising and promotional trends, etc.
- Any other related duties

Total compensation for this position is composed of a base salary, commissions and a car allowance.

Group insurance and RRSP benefits are offered as well as work our work/life balance program which provides five (5) personal/sick days per year.

Although we welcome and appreciate all candidate applications, only those with the required qualifications will be contacted for a professional interview.