



Build Your Brand

Full Line Specialties Inc. is growing, and we're looking for seasoned sales professionals to join our team.

As an Outside Sales Representative at Full Line Specialties Inc., you will be part of a team that is a 4-time winner of PPPC's Western Canada's Distributor of the Year for Small Enterprise award, showcasing our commitment to excellence, and with locations in British Columbia and Ontario, we can offer warehousing & fulfilment across Canada.

At Full Line Specialties Inc., we believe in rewarding our sales team for their hard work. Our fantastic commission structure, combined with annual and monthly bonuses, ensures that your efforts are recognized and incentivized. This, along with great work/life balance incentives such as holiday closures scheduled during the December break

With our incredible pricing structure from over 75 top industry vendors, you will have the tools to expand your book of business and achieve your sales goals.

We also understand the importance of continuous growth and development. That's why we offer training and education opportunities to help you enhance your skills and stay ahead in the industry.

Our ideal candidate will have promotional sales experience, a hunter mentality, have an established network, and be eager to grow.

Job Title: Sales Representative/Account Manager

What We Offer:

- Competitive compensation with a lucrative 60 / 40 commission structure.
- Performance bonuses and incentives for exceeding remote sales targets.
- Opportunities for career growth and advancement.
- Comprehensive training and ongoing professional development.
- Collaborative and supportive team environment.
- Exciting industry with cutting-edge products and services.
- Ability to work remotely from home, or in an office-based environment.
- We are proud to be a Certified B-Corporation, along with being members of the CAMSC, CCIB & WBE certified organization.

- You will have access, training, and support from our award-winning software. Our system offers you: CRM System / Order Processing / E-Marketing / Sales Management / Managed Products Web Site / Real-time Reporting and Analysis / Business Intelligence (BI)
- Support from our e-commerce, marketing, finance, and customer service teams.
- Medical and dental benefits.
- Engaging and fun work environment that includes company social functions and team building activities.

Key Responsibilities:

- Engage with both existing and potential customers to understand their needs and present tailored solutions.
- Achieve and exceed monthly and quarterly sales targets.
- Build and nurture positive customer relationships to foster long-term partnerships.
- Stay informed about industry trends and product knowledge to effectively communicate features and benefits.
- Utilize CRM tools to manage and track leads, opportunities, and customer interactions.

Qualifications:

- Proven remote sales track record of meeting or surpassing sales targets.
- Excellent communication and active listening skills.
- Customer-focused approach with a genuine interest in providing solutions.
- Adaptability to changing market conditions and a resilient attitude.
- Strong organizational and time management skills.
- Ability to work independently and collaboratively in a fast-paced, deadline driven environment.
- Hunter mentality.
- Proficient in MS Excel, Word, Outlook and PowerPoint.
- Excellent written and oral English speaking communication skills.

Job Type: Full-time

Benefits:

- Dental care
- Extended health care

Schedule:

- Monday to Friday
- Weekends as needed
- Travel as needed

Education:

- Post-Secondary Education – College / University

Experience:

- Promotional Product Sales: 2-3 years (preferred)
- Customer Facing Outside Sales – 2-3 years

License/Certification:

- Driver's License

Full Line Specialties Inc. is an equal opportunity employer.

How to Apply: Interested candidates should submit their resume detailing their relevant experience to careers@fullline.ca