

Job Description

Title: Outside Utility Sales Representative
Reporting To: Manager, Utility Sales
Location: Mississauga, Ontario

Brews Supply Ltd. is an electrical wholesale distributor and Utility Sales organization established in 1927. Brews Utility Division represents across Canada a number of industry leading Manufacturers of Electrical Utility products and we are looking for an experienced Outside Utility Sales Representative to join our Sales team at our Mississauga office.

Under the supervision of the Manager of Utility Sales and utilizing the sales skills and networking abilities acquired through a minimum of 3-5 years of selling, (preferably in the electrical utility industry) the ideal candidate will be responsible to sell, grow and service existing accounts, create new customers, meet or exceed monthly sales targets and develop new business opportunities in the highly competitive Electrical Utility industry in Ontario and Quebec.

Duties and Responsibilities:

- Responsible for the sales of utility products to new and current customers
- Responsible for maintaining existing sales contacts, introducing new products and working through product approvals with existing and with new customers.
- Develop and complete customer quotes and proposals including pricing, bill of materials and commercial terms in conjunction with Management and Inside Sales support
- Manage and maintain a prospect database and pipeline.
- Determine prospects needs by demonstrating knowledge of the industry, pricing and competition, and develop effective proposals for presentation
- Conduct full due diligence of customer needs and objectives
- Continuously follow-up on all sales opportunities in order to close business opportunities
- Lead contract negotiations with customer, while leveraging internal resources to assist in this process
- Provide timely and accurate information related to forecasts, market intelligence and industry trends.
- Perform other duties that may be assigned from time to time by the company

Required Knowledge/Skills/Job Qualifications:

- Engineer or Technologist, preferably in electrical, or combination of equivalent education and experience.
- Bilingual. Fluent French and English
- Must be self motivated and customer-focused towards maintaining, growing and expanding our business.
- Strong skills in selling of T&D Products used in the Electric Utility Sector.
- Track record of building strong relationships within the Electric Utilities with all levels of Engineering, Materials Management, Operations, and Field staff.
- Experience developing strong relationships with manufacturing partners and channel partners.
- Territory will cover parts of Ontario and into Quebec.



Compensation:

Brews offers an attractive compensation package that includes a competitive salary and a full benefits plan.

To Apply:

Email your **resume and covering letter** to resumes@brewssupply.com. You may also apply by mailing your resume and covering letter to: Brews Supply Ltd. 12203, 40th Street SE, Calgary, AB T2Z 4E6

ATTENTION: Carolann Conley – PRIVATE AND CONFIDENTIAL No phone calls please.