
RETAIL SALES REPRESENTATIVE SASKATCHEWAN

Who are we?

Richelieu Hardware is a North American leader and a change agent in a creative and dynamic industry. We are an importer, distributor, and manufacturer of specialty hardware and complementary products.

Our customers – Over 120,000 customers in North America: manufacturers of kitchen and bathroom cabinets, storage and closets, residential and office furniture, residential and commercial woodworking, as well as hardware retailers including large renovation centers.

Our team – 3,000 people, of which nearly half are dedicated to sales and marketing and over 50% are Richelieu shareholders.

How about joining a leading company in specialty hardware in North America, publicly traded and with continuous growth for 50 years!

Richelieu Hardware is currently seeking a Territory Sales Representative for the Province of Saskatchewan who ideally resides within the proximity of Saskatoon. Under the supervision of the Retail Sales Manager, the Representative will ensure the development of new customers and the retention of existing customers in the Retail Hardware and Lumber segment.

More specifically, the main responsibilities of the position are to:

- Perform visits to retail hardware stores throughout the Province of Saskatchewan.
 - Build solid relationships with customers.
 - Improving sales by optimizing product selection.
 - Updating merchandising/planograms and presenting new products.
 - Respond to inquiries about products and services.
 - Identify opportunities to convert competitor assortments, present, close, execute.
 - Occasionally attend trade shows and sales meetings.
 - Prepare information packages and other necessary supporting materials.
 - Submit monthly expense reports on time.
 - Maintain updated information for customer records, prospects and service proposals.
 - Contribute to the improvement of the development strategy and marketing plan.
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- Continuously updating customers on company product modifications and enhancements.
- Advocate and train customers to leverage richelieu.com for regular and special orders.

Requirements

- Minimum of 2 years of experience in a similar position.
- Previous experience in a retail hardware environment, with knowledge of planograms and merchandising displays, would be an asset.
- Excellent English communication (written and spoken).
- Good computer skills including MS Word, PowerPoint, Excel and Outlook;
- Self-motivated, and detail oriented with good presentation skills.
- Ability to work autonomously while being part of a team dedicated to providing the best customer experience.
- Able to lift 50 lbs.
- Must be a self-starter, organized, resourceful, and hardworking.
- This position requires being on the road 90% of the time and overnight stays.

What we offer

- **A Canadian flagship:** As a company with proud roots in Quebec but present in Canada and the United States, we enjoy excellent recognition and a great reputation.
- **A mature and stable company:** With more than 50 years of experience in the market, we offer the trust and organizational strength needed for a safe working environment.
- **Continuous growth:** With strong financial health, our business is constantly expanding, opening future opportunities for all.
- **Competitive compensation:** We offer a competitive compensation package including a base salary, commission, car allowance, travel expenses, group insurance program, and an Employee Share Purchase Plan.
- **Opportunity to become a shareholder:** We believe in the involvement of our employees and offer them the opportunity to become shareholders.

- **Work-life balance:** We value a healthy and flexible work environment, allowing everyone to achieve a work-life balance.
- **Quality products:** We are committed to offering products of exceptional quality, thus satisfying our most demanding customers.
- **Opportunity to grow:** We encourage career opportunities and continuing education for the professional development of our employees.

Are you interested in this position? We invite you to visit our corporate website at <https://www.richelieu.com/careers> to submit your resume.

We thank all candidates for their interest; however, only candidates selected for the pre-selection process will be contacted.
