


Are you a People Person that is a self-starter with a Passion for Office Products. Who is willing to learn and share all we offer with uncapped income potential .

We have been serving Grand Falls and surrounding communities for over 100 years. Offering a wide range of business services such as office products, office furniture, commercial printing, sign shop, branded apparel, trophies & plaques, and more.







Merritt Press is adding a full-time customer relations/sales executive to our growing team!

The position will be based in Grand Falls.

**Objectives will include:**

- ✓ Find new customers and increase the number of new accounts.
- ✓ Maintain relationships and increase sales at existing accounts.
- ✓ Develop and execute on a sales plan focused on growing revenue targets.

**The right person:**

-  Will represent Merritt Press proudly and in a professional manner.
-  Is self driven and independent but also works well in a team.
-  Has awesome people skills, a great personality, and a competitive spirit!
-  Is physically fit (heavy lifting may be required)
-  Is open to travel to meet with customers.
-  Is bilingual in french and english. Both spoken and written.

**Schedule:**

8 hour shift - Monday to Friday

Or

10 hours shift - Monday to Thursday

**Earning Potential:**

You'll receive a guaranteed weekly salary plus commission-based incentives. This means you have an uncapped commission opportunity, and YOU control how much money you can make!

Job Type: Full-time, Permanent

Salary: \$45,000 guaranteed per year

Commission pay incentives

Bonus Pay Opportunities

**Job Overview:**

- ✓ We are seeking a highly motivated and experienced sales executive to help us expand our client base.
- ✓ You will be responsible for identifying potential clients, developing relationships, setting appointments & closing sales.
- ✓ You will be expected to communicate effectively with clients via phone, email, and video conferencing.

**Role:**

The role involves closing inbound deals, accurate reporting, identifying potential issues in our sales process, and communicating these to management.

The sales executive is responsible for meeting sales targets and generating revenue, contributing to the overall goals and plans developed by the management team.

**Responsibilities:**

- ▶ Strive to meet and exceed individual sales targets.
- ▶ Participate in incentive benefits to encourage high performance.
- ▶ Collaborate with the manager to follow lead generation plans that align with company and revenue growth objectives.
- ▶ Maintain a deep understanding of customer needs and monitor their preferences to ensure relevant sales strategies.

**Requirements:**

- ☐ Minimum of 2 years of experience in a business-to-business sales role; or equivalent sales training.
- ☐ Excellent communication and analytical skills.
- ☐ Proficiency with CRM software and data analysis tools.
- ☐ Strong understanding of sales processes and strategies.
- ☐ Experience in using digital marketing tools, including social media platforms.
- ☐ Strong negotiation and decision-making skills.
- ☐ High emotional intelligence, resilience, and problem-solving ability.
- ☐ Making product suggestions according to the wants and needs of customers.
- ☐ Locating prospective customers, generating them into leads, and eventually converting them to customers.



If you are a self-motivated sales professional passionate about business-to-business opportunities, we encourage you to apply for this exciting opportunity.

***Please apply with a resume and cover letter explaining why you would be a great fit for this position to [rebecca@merrittpress.ca](mailto:rebecca@merrittpress.ca)***

We are hiring ASAP, but the posting will stay open until we find the right person. We appreciate your interest, but only those selected for an interview will be contacted.