

Canada Auto Solutions Inc. are leaders serving global automotive vehicle repair, offering the latest technology at the most affordable prices to shops for over 25 years worldwide. We are currently looking for an ambitious and driven individual to help fill our Co-op Regional Sales Representative position. This position offers a fantastic opportunity for students or existing sales people to enter into the automotive sales industry and learn/grow in an exciting and fast paced environment. If you are interested in this position, please do not hesitate to apply.

What We Offer

- Compensation Based on Experience
- Commission Incentives
- Travel/Vehicle Compensation
- Growth and Advancement Opportunities

Core Competencies

- Customer Focus
- Communication
- Development and Continual Learning
- Providing Consultation
- Result Focused

Responsibilities

- Meet with Potential or Existing clients
- Provide clients with information on Canada Auto Solutions products and services
- Addresses customer concerns and overcome business and technical objections
- Emphasizes saleable features, quotes prices and credit terms, and direct all potential or actual sales to the Regional Sales Manager.
- Provides product demos on request to qualified customers
- Analyse customer requirements, areas for growth and suggest opportunities
- Accurately estimates date of delivery to customer based on knowledge of (Canadian Auto Solutions) production and delivery schedules.
- Investigates and professionally resolves customer complaints regarding deliveries
- Otherwise follow up and maintain client relationships following sales.
- Develop and implement distribution strategies and other growth opportunities

We want to hear from you if:

- University degree in related field
- Practical or Academic experience in all aspects of sales, including growth strategies, distribution channel management, account development, and business planning.
- Knowledge of retail and/or wholesale sales principles, methods, practices, and techniques.
- Solid negotiation, conflict resolution, and people management skills.
- Able to build and maintain lasting relationships with corporate departments, key business partners, and customers.
- Willingness to learn and grow.

- Strong problem identification and problem resolution skills.
- Ability to create and edit sales materials and presentations.
- Able to effectively communicate both verbally and in writing.
- Ability to coordinate and organize meetings, exhibits, and other events.