



TECHNICAL REPRESENTATIVE, XACT NUTRITION, Canada

XACT NUTRITION is a Montréal based, sport nutrition company. Our products focus on fuelling endurance athletes and our motto and tagline is “fuel your goals”, as that's what we aim to do every day.

The company has been growing rapidly in Canada and more recently, the US. We have created a new position, Technical Representative, working with the sales and marketing teams to support this continued growth. We are seeking candidates who are passionate, well organised and autonomous – this position requires plenty of travel, as the successful candidate will be instrumental in the success of our retail partner network. The candidate will ideally be based in Quebec or Ontario, but other provinces will be considered. Travel will include the West Coast, Prairies and the US.

Overview:

This role is a fantastic opportunity to get out and meet like minded people in the sport retail industry across Canada and the US. It involves up to 50% travel; working with our retail and event partners and building the XACT brand:

1. Manage activations and build relationships with our retail partners (speciality run, bike, outdoors and general sports retailers)
2. Develop business opportunities with new retailer accounts
3. Increase sell through and repeat orders with existing accounts
4. Manage and support XACT NUTRITION promotional events

Your team:

- You will report to the Sales Director, who you will work with most of your time to develop XACT's retail business.
- You will also play a key role with XACT events and event partners, where you will work with the Marketing team.

Your tasks: (you will be required to work weekends during peak event months)

- B2B Retail partner activations:
 - Create, manage and support XACT retail partner events
 - Educate retail partners & consumers on XACT products
 - Build relationships with our retail partners and deliver great customer service
 - Identify and resolve client concerns (or report back to Sales Director)
 - Ensure XACT NUTRITION is well presented in the retail environment
- XACT event support:
 - Ensure event activations meet branding and visibility standards
 - Consumer education is the main goal during our activations; good communication skills and bilingualism is mandatory
 - Major as well as small, community based activations
 - Manage sales at XACT brand events

Background:

Ideally, the successful candidate will have 2-3 years experience in the sport retail industry, be bilingual and enjoy meeting people and have an active lifestyle. Must have a valid passport, driver's license and a vehicle.