

Harding is looking to grow their team of professional sales experts and is seeking an energetic, highly motivated self-starter with ideally both sales experience and experience in Fireplaces. The compensation structure is base salary + commission. Commissions are uncapped; your income is a direct result of your efforts.

Key Qualifications

- Previous experience in Fireplace Sales
- Understanding that administrative tasks and process is part of sales
- Excellent written, verbal and presentation skills in English, Bilingualism an asset
- Attention to detail
- An innovative team player that will work toward constant improvement
- Able to juggle multiple priorities simultaneously

Description

As a Fireplace Sales Representative, you're part of a team that helps customers make decisions that will best suit their in-home comfort needs. You will meet and/or greet with homeowners to understand their needs and look for ways Harding can help them feel confident and assured in their choice to upgrade or replace their Fireplace equipment. You educate not only customers, but also your team members about the capabilities of Harding products at the residential level. Next, you create solutions that are appropriate for your customer's home environment by leveraging an extensive knowledge base, tapping your own experience, and collaborating with third-party providers. Finally, you work with customers to pinpoint the ideal solutions for their needs.

Additional Requirements

- A valid G driver's license
- At least 2 to 5 years' experience in a competitive sales environment with proven measureable results
- Criminal background check will be required
- In addition to technical knowledge, you have strong people and presentation skills

- Sales of Fireplace experience is a definite asset.
- The ideal candidate is a sales hunter by nature and is eager to make an impact.

Job Type: Full-time

Salary: \$20,000.00 /year