

Established in 1980, Gracious Living Corporation is a leading Canadian manufacturer and global importer of Patio & Garden Furniture, Indoor & Outdoor Organization Solutions, Utility & Garage Systems as well as Pet Products & Accessories. Gracious Living's commitment to excellence in offering timeless design and quality construction is proudly reflected with internationally familiar brands.

Our products are manufactured and distributed throughout Canada, the USA, Europe, Malaysia and China and sold throughout over 6,000 North American major retail outlets. We work closely with our customers in building strong relationships as well as developing successful private label programs and marketing strategies.

We are currently recruiting for a **Sales Representative** who will be responsible for the following:

- Manage/maintain/increase customer relationships within assigned territory through product knowledge, marketplace trends and strategies
- Responsible for achievement of revenue targets through development & execution of sales strategies
- Ensure client needs are identified, met and exceeded by maintaining effective communication with clients and up-to-date knowledge of products, marketplace trends and strategies
- Plan & implement customer presentations & promotional events
- Ability to meet and exceed sales quotas & objectives
- Prepare proposals, quotations & tenders
- Review and monitor customer usage patterns to detect variances in account activity

Requirements include:

- Superior communication & presentation skills
- Innovative self-starter who thrives in a fast-paced environment
- Ability to successfully manage multiple tasks and projects with competing deadlines
- Proficient in Microsoft Word, Excel and PowerPoint
- Strong presentation skills
- Excellent negotiation skills
- Willingness to work extended and/or flexible hours
- Some travelling may be required

If you are self-motivated with a strong desire to excel & always maintains a positive outlook, please forward your resume to:

Please forward your resume to:
hr@graciousliving.com
or fax to 905-264-2878