



Outside Sales Representative for the Power Utility Market – Lineman's Tools & Equipment

Do you like to sleep in late? Do you have terrible communication skills? Are you capable of only a couple of hours of work a day? Are you afraid to travel out of your home town?

If so, PLEASE DO NOT APPLY to this job.

If you're looking for a rewarding career, the chance to work for an expanding, growing company, this may be the place for you.

LineStar Utility Supply Inc. is a Wholesale Distributor of Tools & Equipment for Utility Powerline Construction & Maintenance looking for a Outside Sales rep. to cover the Saskatchewan market. We currently have a career opportunity for an assertive, dynamic, and highly motivated individual to uncover and close sales opportunities within the Utility market (Power, Telephone and CATV). Targeting both existing and new clientele, you will identify accounts where LineStar can market its extensive line of products and expertise. This is a challenging position in a fun and competitive market.

As a member of our team, you will be required to communicate effectively and have outstanding "attention to detail" skills.

- A driven sales performer with a proven track record of exceeding targets, sales, performance, and profitability across your account base/territory with 10+ years experience.
- A strong communicator with knowledge of, and relationships within the Electrical and Power Utility industry.
- A highly motivated, self-directed individual who thrives on building and sustaining a business.
- Power Utility experience is an asset.
- Experience in the line trades or post-secondary education is an asset however an individual with a strong work ethic and an aptitude for learning with strong active listening skills will also be considered.
- To have extensive knowledge of the selling process, accompanied by the ability to work independently and manage your time and territory effectively within a competitive environment.
- A team-player with excellent interpersonal, customer service, and presentation skills.

You will be required to: **Establish sound sales strategies, approach customers directly and quickly, establishing influence and professional credibility.**

- Using a high level of relevant product knowledge, you'll promote products and services while building and maintaining strong customer relations.

Compensation package includes a base salary, commission plan, car allowance, communication tools, expenses, and benefits. This opportunity is based out of your own home office and requires frequent travel across the province of Saskatchewan with support from our Winnipeg branch. You must have a valid driver's license and a safe driving record.

Please note that only applicants satisfying the mandatory requirements as noted need apply. We thank all applicants for their interest, but only those selected for an interview will be contacted.