

Outside Sales Representative – Retail & LBM

Location: Bailey Metal Products Limited – Dorval, QC

Department: Sales

Reports to: Director of Commercial & Retail Sales



About Bailey

Founded in 1950 by Sam Bailey, The Bailey Group of Companies (BGC) is a family-owned and operated Canadian company recognized as an industry leader. With manufacturing locations in Ontario, Quebec, Alberta, and British Columbia, the BGC has grown tremendously over the past 70+ years, producing roll-formed products and providing steel slitting services for the commercial and residential construction industry. Our people, products, and industry are our pride while innovation and our customers are at the core of our business. Our associates are the key to achieving our vision of being the leaders in this industry, which is why we work hard to create a safe and healthy work environment where associates can achieve growth and development. Apply now, for this exciting opportunity!

Why Join Our Team?

- Market competitive remuneration package
- Employer-paid comprehensive benefit package
- RRSP matching program
- Education support program
- On-the-job training
- Employee referral program
- Personal protective equipment allowance

Position Summary

The Sales Representative – Retail & LBM is responsible for servicing the Big Box retail and Lumber/Building Material dealer market. The incumbent will reach his or her business targets through effective management of designated territories and physical visits to customer sites. This individual will also develop ongoing, profitable relationships with customers and continually maintain a professional image of the company.

What you'll do:

- Maintain and foster relationships with current customers ensuring the customer's needs are being met.
- Penetrate all targeted accounts and radiate sales from within the client base.
- Emphasize product features and benefits, quote prices, discuss credit terms, and prepare sales order forms and/or reports.
- Build and foster a network of referrals to create new opportunities for revenue growth.
- Generate and develop new customer accounts to increase revenue, by cold calling if necessary.
- Always maintain professionalism, tact, diplomacy, and sensitivity and represent the company in a positive manner.
- Actively manage call schedule to adequately cover assigned territory in a time-efficient manner.
- Use marketing data using applicable sales management software tools to maximize sales efficiency and effectiveness.
- Maintain accurate records, including sales call reports, expense reimbursement forms, billing invoices, and other documentation.
- Assist in creating a request for proposal (RFP) responses to potential clients.
- Represent the company and perform professional presentations or demonstrations of company products at professional shows and trade exhibitions.

What you'll need:

- Minimum of 3 years of experience in an outside sales role within the construction/building materials industry.
- Prior knowledge of Bailey products is considered an asset.
- Excellent written and verbal communication skills.
- Ability to attend and conduct presentations.
- Proficient with Microsoft Office programs; Outlook, PowerPoint, Excel, and Word.
- Valid driver's license with clean driver's abstract.
- Bilingual (fluent in French).

Working Conditions:

- Frequent travel is required.
- Overtime as required.

Learn more about us at <https://www.bmp-group.com/>. To apply, submit your resume to recruitment@bmp-group.com with the position title included in the subject line. We thank all applicants for their interest, only those selected for an interview will be contacted.

We are an equal opportunity employer committed to providing and maintaining a fair, equitable, and diverse workforce. All qualified candidates are encouraged to apply. Applicants should advise Human Resources if they require any type of accommodation during the recruitment process.



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