

XTREME JOB DESCRIPTION



Job title	Light Duty Fleet (LDF) Outside Sales Representative
Reports to	Sales Management Team

Job Purpose

To be an integral part of delivering “service, value, performance...to the extreme.” to our customers.

This position is responsible for business development and bringing new LDF accounts into our leading-edge facility.

Position Overview

Being committed to the growth and development of sales opportunities in the Light Duty Fleet market segment, and driving sales into our shop. LDF is a large segment of the retail market, composed of a significant number of fleets, mainly in urban markets, who utilize light duty vehicles to conduct their business, and who require the best products and services available.

Our facility is located close to major industrial areas, and these areas have a strong LDF presence in the market.

Requirements to perform this job

The Light Duty Fleet Sales Rep is responsible for performing all outside sales duties to maximize the company’s market share of mechanical service work as well as light commercial tire sales.

The successful candidate will be focused on building relationships with all existing and potential customers, and prospecting new business daily. The candidate will also possess a demonstrated understanding of the commercial sales process and a strong working knowledge of the mechanical fundamentals, and proven abilities with accurate fleet inspections.

The successful applicant will also need to have excellent customer service skills and be able to organize their time around uncovering leads, sales calls, follow ups, tracking and reporting.

Qualifications & Skills

- College diploma preferred
- 2-3 years' retail automotive or fleet sales experience in the tire industry
- Articulate and compelling communication skills, both written and verbal
- An attitude of professionalism and integrity; a sense of urgency, and the drive to "go beyond" to establish and maintain business relationships
- Strong computer skills, including MS Word, Excel
- Valid Ontario Driver's License

We are proud to offer a competitive base salary with commission, benefits package, comprehensive, ongoing training and the opportunity to grow and build a long-term career with us.

To apply, please send cover letter and resume to:

careers@xtremetiregarage.com

Please specify if you have any knowledge or experience within the tire industry.