



JOB OPPORTUNITY

## OUTSIDE SALES REPRESENTATIVE

### WHO WE ARE

LGI® is a BC home-grown distributor of Fasteners, Abrasives, Safety, Tools & Shop Supplies. We support many types of businesses including, Manufacturing, Construction, Natural Resource Production, Automotive, Government, and the Military markets.

### THE IDEAL CANDIDATE

As the ideal candidate who successfully fulfills the role of **LGI® Outside Sales Representative**, you have a positive outlook and a can-do attitude. You are an excellent verbal and electronic communicator. You are energetic, solution-focused, highly motivated, and naturally enjoy helping people. You are trustworthy, organized, and have a level of maturity that supports independent work and team working environments.

### WHAT YOU CAN EXPECT

As our LGI® Outside Sales Representative, you will maintain strong customer relationships with existing customers while developing and sourcing new sales opportunities. You will close sales and achieve quotas by promoting and selling existing products and new products as they are introduced into our distribution environment.

### WHAT WE EXPECT

- Minimum of 3 years of relevant work experience in B2B Industrial Sales
- High school diploma required.
- Post-secondary education and/or equivalent work experience is an asset.
- Proven track record in meeting sales quotas and customer retention
- Demonstrated excellence in customer service and client support.
- Able to build and maintain lasting relationships with customers.
- A positive "can do" attitude and a passion for customer service.
- Strong communication skills with a high degree of problem-solving ability
- Proficient knowledge of basic computer functions, including Microsoft Office (Word, Outlook, Excel, PowerPoint, and Teams)
- Vehicle with Unrestricted Driving Record Required
- Detail-oriented with the ability to manage multiple priorities.
- High degree of time-management ability
- The ability to make decisions and take ownership to service the customer.
- Displays a sense of urgency and works well under pressure.
- Basic math and reading comprehension.

### WHAT WE OFFER

At LGI®, we offer more than just a job. We provide a positive and supportive working environment that is both challenging and rewarding. We encourage our team members to develop and grow as professionals, offering opportunities to expand their experience and to challenge their abilities in the global marketplace.

At LGI®, we value our Sales Professionals. You will have direct access to the owners, allowing for efficient communication and feedback. You will also be compensated above industry standards with a competitive base salary plus a Commission of 15% of gross profit (above break-even) per month. Your compensation package also includes access to extended health and dental benefits. All of this provides a rewarding and motivating incentive to join our Team.

**Please submit your resume to [mapleridge@lgindustrial.com](mailto:mapleridge@lgindustrial.com)**