



Allmar Inc., is the leader in the architectural Door and Door Hardware industry. With over 60 years' experience in the industry and branches in 12 Canadian Cities, Allmar has built a reputation of integrity and superior customer service.

We are currently seeking an experienced full-time **Counter Salesperson** to join our **Edmonton** Branch. The Counter Salesperson is responsible for promoting and developing sales opportunities with clients in accordance with company policies and procedures.

JOB RESPONSIBILITIES

Duties include but are not limited to...

- Promote sales to existing clients
- Identify and solicit potential clients
- Prepare quotes and follow-up in a timely manner to track results
- Assess client's needs and resources and recommend the appropriate products and services
- Estimate costs of installing products or services
- Consult with clients after sale to resolve problems and to provide ongoing support
- Proficient in all pertinent areas of the Navision order entry system
- Establish work schedules and coordinate activities with other departments
- May perform other duties pertaining to sales projects

KNOWLEDGE, SKILLS AND ABILITIES

- Hardware product knowledge and experience required
- Cost and budget management
- Strong negotiation skills
- Goal and result oriented
- Strong customer service skills
- Excellent communication skills
- Sound understanding of the hardware, door and building construction industry sector

EDUCATION AND EXPERIENCE REQUIRED

- Sales experience an asset
- Knowledge of construction industry an asset
- DHI Certification (will train)
- Extensive company training programs to reach sales specialist position
- Proficient computer skills in MS Office (Excel, Word, Outlook) and Navision Sales Order Entry System/AVAware Quoting System



GENERAL ORGANIZATIONAL REQUIREMENTS

- Always treat customers and coworkers with dignity and respect
- Willing to work overtime as required
- Willing to perform other jobs as required by organizational demands
- Must be able to work effectively in a team-based collaborative environment
- Ability to work under minimal supervision
- Strong attention to detail
- Willing to travel as required
- Work safely and responsibly to ensure a healthy and safe work environment
- Presenting and performing to the highest quality standards
- Must maintain confidentiality of all written and oral communication as applicable
- Always represent the Company with integrity in an ethical and legal manner

ALLMAR OFFERS

- A fun team environment with a dedication to superior customer service;
- Comprehensive flexible benefits package to meet your needs including; Health, Dental, Vision, and RRSP Programs
- Educational Assistance Program to financially assist with career development possibilities

Please feel free to visit us at www.allmar.com

We thank all interested applications, however, only those under consideration will be contacted.