

Job Posting



Associate Sales Representative (Toronto)

Naylor Building Partnerships Inc. is an award winning, Canadian owned and run multi-trade mechanical, electrical, plumbing and compressed air contractor. We have been providing quality service, maintenance, repairs and installations to the commercial and industrial sector for over 45 years. Our commitment to hiring the best people allows us to provide strong technical expertise and knowledge to our customers, fostering long term partnerships with both our customers and employees.

We are currently looking for a Sales Representative to join our team based out of our Toronto office.

Reporting to the Sales Manager, the Sales Representative will be responsible for generating new business through the identification and acquisition of new customers, lead generation activities and industry networking. The primary objective of this position is to meet or exceed quarterly and annual sales objectives with respect to new maintenance contract sales in an assigned geographic territory.

Key Responsibilities:

- Researches, explores and identifies opportunities for business within an assigned territory through various methods such as cold calling, referrals, and networking.
- Prepares and delivers promotional material for prospective clients
- Responds to sales inquiries and meets with potential customers to identify immediate or future needs.
- Creates proposals, presentations, and RFP responses that identify and provide solutions to prospective client's needs.
- Delivers on agreed upon KPI's and sales targets
- Communicates sales activity and pipeline forecasts to the Sales Manager
- Gathers and reports on competitor activities that may impact the company and its customers
- Maintains accurate records of all sales and prospecting activities
- Participates in industry networking events such as sales and tradeshow

Education/ Experience:

- 1-2 years B2B sales experience (HVAC industry experience would be ideal)
- A University Degree or College Diploma is preferred
- Excellent communication skills, presentation and persuasive skills
- Strong organization skills with the ability to prioritize
- Proficiency with Microsoft office applications and CRM systems
- Candidates must have access to a car and possess a valid driver's license and a good driving record.

Candidates interested in applying for the above position should forward their resumes via email to: careers@naylorbp.com or fax their resumes to: 905-338-4206 attention: Human Resources.

Although we appreciate your interest in Naylor, only those individuals selected for an interview will be contacted.

