

MANITOBA START JOB OPPORTUNITY BROADCAST (J.O.B.) ADVERTISEMENT

POSITION	SALES SPECIALIST
JOB NUMBER	3311
NUMBER OF POSITION/S	2
NOC CODE	6411
CLOSING DATE	2018-07-16
LOCATION	Winnipeg, MB St. Boniface
ACCESSIBLE BY TRANSIT	Yes
HOURS PER WEEK	40
HOURLY WAGE RANGE	TBD
WAGE DETAILS	Base salary + commission. Pay depends on experience and qualifications.
JOB TERMS	Full time
JOB DESCRIPTION	Reporting to the Director of Operations, this position is responsible for proactively growing sales through identifying prospects, establishing contact and developing strong relationships with new and existing customers in a global market. This position will assist with the verification of customer licenses and comply with wholesale partners regulatory obligations.
JOB DUTIES	<ul style="list-style-type: none"> - Customer Retention and Account Management: Proactively develop and maintain relationships with new and existing customers including development of customer strategic plans, maintaining current customer knowledge, providing quotations and fulfilling orders, managing accounts receivables and resolving customer concerns as required. - Business Development: Proactively formulate ideas to increase gross margin revenue for the company, including initiating new opportunities with existing customers, developing new customers to further maximize sales and profits for the company s sales team; initiate better processes and procedures to be more efficient and effective to deliver cost savings. - Sales Generation: Proactively initiate sales of international sales of pharmaceutical products to dedicated customers and potential prospective customers; receive and enter customer orders into the various systems; regularly review customer profitability and proactively look for ways to grow each account. - Product Availability: Research product availability globally. - Build Collaborative Relationships with the other coworkers. Provide insight and support regarding global stock availability proactively share market insights with the wider team and assist in helping the team to grow the business and improve our processes. - Data Maintenance: Ensure quotes and orders are detailed in full in company s system. Ensure sales orders, bills and invoices are entered correctly into company s system; Ensure payments received are applied in company s

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JOB DUTIES	<p>system and any issues resolved in a timely manner. - Other projects and tasks may assigned from your manager, as required</p>
QUALIFICATIONS, REQUIREMENTS & SKILLS	<p>Position Qualifications: - Certificate in Business or Management an asset - Excellent communication skills including superior interpersonal skills and the ability to build strong collaborative relationships across distances/cultures. - Excellent sales and commination skills and attention to detail. - Strong account management capabilities with solid mathematical and analytical ability. - Excellent computer skills in MS Office (Excel), internet, email and company s system. - Strong understanding of pharmaceutical products and their availability in various countries</p> <p>Decision Making/Independent Judgment: - Job requires critical thinking and sound decision making capability. The ability to handle multiple priorities and a diverse workload will be key to success in this role</p> <p>- Ideal candidate able to speak more than one language (Ex. Spanish, Chinese, Hindi, Arabic, Portuguese , Russian, Punjabi, Japanese, German, French and Italian) and willing to work extended hours (non-ordinary working hours) to service our international customers if needed.</p>
OTHER DETAILS	<p>Key Performance Indicators: 50% Performance can be measured by sales performance like: gross margin contribution and growth, number of new customers generated, number of quotes, follow-ups and orders, customer feedback and development of account, fiscal management of accounts and operating costs and by the ability to develop and maintain mutually beneficial business partnerships both internally and externally, and the other 50% adhering company's values.</p> <p>Working Hours and Travel Requirements: - Some 1-3 % international overnight travel may be required to attend conferences, customer and team meetings. - Flexibility to work various hours outside of normal working hours may be required to meet company/customer expectations/needs.</p> <p>Physical and Environmental Requirements of Job: - This position allows freedom of movement with periodic sitting, walking and standing.</p>
APPLICATION PROCESS	<p>Send targeted resume Apply through your CC</p>
APPLICATION DETAILS	<p>Please kindly send your TARGETED resume to your CAREER COACH via e-mail. Please indicate the job number and the title in your application.</p>
JD	<p>Aykut Guney</p>