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We are looking for a competitive and trustworthy **Sales Executive** to help us build up our business activities. You will be responsible for discovering and pursuing new sales prospects and maintaining customer satisfaction.

The goal is to meet and surpass the company's expectations to drive rapid and sustainable growth.

## Responsibilities

- Actively seek out new sales opportunities through cold calling, networking and social media
- Set up meetings with potential clients and listen to their wishes and concerns
- Conduct market research to identify selling possibilities and evaluate customer needs
- Prepare and deliver appropriate presentations on products/ services
- Participate on behalf of the company in trade shows or conferences
- Negotiate/close deals and handle complaints or objections
- Collaborate with team to achieve better results

## Requirements

- 2-4 years B2B selling experience
- Knowledge of industrial, institutional and commercial Construction would be an asset
- Proficiency in English
- Excellent knowledge of MS Office, CRM
- Fast learner and passion for sales
- Self-motivated with a results-driven approach
- Aptitude in delivering attractive presentations
- Diploma in Business Administration, Marketing or the equivalent preferred