

TERRITORY SALES REPRESENTATIVE FULL-TIME / PERMANENT

CIOT DETROIT - 1080 COOLIDGE HIGHWAY, TROY, MI 48084

Ciot is a leading importer and retailer of marble, granite, limestone, slate, onyx, semi-precious stone, decorative glass, quartz, ceramic and porcelain stoneware tiles, slabs and mosaics, as well as kitchen and bath fixtures and accessories within the areas served. The company operates showrooms in Detroit, Toronto, Vaughan, Mississauga, Montreal, Brossard, Quebec City, as well as a business office in New York City.

Ciot offers a stimulating workplace, attractive benefits package and a work environment that is favorable to professional growth. If you are seeking a position where initiative is valued and your ambition has no limit, your challenge will be to focus on your capacity to progress in a highly stimulating work environment!

The **Territory Sales Representative** assures that all slab sales are executed effectively and timely. Work with and support sales and specifications teams with product expertise, sales and project tracking. Seek new customer potential as well as servicing all buying and non-buying accounts.

ROLE & RESPONSIBILITIES

- Develop existing accounts and seek new business. Analyze opportunities, identify key personnel, and develop strong business relationships. Consult and problem solve to enhance the Company's position in existing and target accounts;
- Work closely with sales team to support, and reinforce all issues related to natural stone and engineered slabs;
- Creating demand with fabricator accounts, Kitchen and Bath accounts;
- Introduce, demonstrate and promote all current and new products to existing fabricators and Kitchen & Bath showrooms;
- Act as primary contact for fabricators who are not familiar with specific natural stone and engineered slabs. Find them, support them and convert them;
- Follow up on inquiries and leads and current competitive activity;
- Sourcing special orders and other activities that enhance the customer's experience;
- Utilize company CRM system as a territory management and job tracking tool;
- Report to Sales Manager on measuring and accomplishing KPI's and company goals.

PROFILE & SKILLS REQUIRED

- Experience in the natural stone and/or quartz industry;
- Fabrication and/or Kitchen & Bath experience is preferred;
- Strong organizational skills;
- Minimum 3 years' outside business-to-business sales with a proven track record of success;
- Business Development experience preferred;
- Strong written communication skills;
- Basic computer skills with Microsoft Office (Word, Excel, PowerPoint, Access, and Outlook);
- Maintain positive, cooperative attitude with all employees of Ciot and all customers.

WHAT WE OFFER

- Full-time permanent position;
- Competitive salary;
- Bonus/commissions;
- Travel expense account;
- Group benefits;
- Professional and stimulating work environment;
- Training and continuous coaching.

If you are interested by the present job offer, please send your curriculum vitae to the following email address: cv@ciot.com or apply online via the Careers section of our website at www.ciot.com.

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