

Ciot is a leading importer and retailer of construction and renovation products: marble; granite; limestone; slate; onyx; semi-precious stone; decorative glass; quartz; ceramic and porcelain stoneware tiles, slabs and mosaics; and also kitchen and bath fixtures and accessories within the areas served. The company operates showrooms in Montreal, Brossard, Quebec City, Toronto, Vaughan, Mississauga, Detroit, 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 **Commercial Representative (Technica)** works with professionals from the National Capital Region and the Kingston area. He works under the supervision of the Regional Sales Director and in collaboration with other members of the Sales team.

ROLE & RESPONSIBILITIES

- Assess and develop the potential of existing and future customers;
- Solicit sales from all identified customers;
- Answer customer inquiries about products, prices, availability, product usage and credit terms;
- Connect with new clients or existing clients to discuss their needs regarding current and future projects and see how to aid them with specific products and services;
- Conduct product presentations in front of clients (often in groups);
- Collect and transmit comments on products sold by Ciot in the markets and evaluate customer response;
- Keep up to date records of clients and projects using the existing system;
- Prepare bids, orders and invoices from the system;
- Assist customers in making product selections based on their needs, product specifications and applicable rules;
- Technical assistance and after-sales service;
- Complete all other related tasks.

PROFILE & SKILLS REQUIRED

- College diploma or equivalent experience;
- Minimum of 5 years experience in the natural stone field or related field;
- Good knowledge of natural stone and ceramic, as well as construction and renovation industries;
- Excellent written and spoken English & French;
- Experience with a Customer Relationship Management system (CRM), an asset;
- Excellent communication skills;
- Excellent negotiation skills;
- Excellent at problem solving;
- Flexible with work schedule;
- Demonstrated autonomy and sens of initiative;
- Demonstrates rigor, perseverance and discipline;
- Able to work in a dynamic work environment;
- Sense of organization and priorities;
- Computer skills (MS Office, Internet);
- Possess a valid driver's license.

www.ciot.com



WHAT WE OFFER

- Full-time permanent position;
- Competitive base salary with commissions and car allowance;
- Mobile phone and laptop supplied;
- 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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