



Sale Representative

A family-owned business since 1919, in Walkerton Ontario, Larsen & Shaw has been a leading hinge manufacturer producing top quality custom hinges, standard continuous hinges and architectural products as well as a wide variety of other hinges, hardware, and metal stampings. Reporting to the Sales Manager the successful candidate will work closely with the Sales team to manage existing accounts and developing new business, while professionally promoting and representing Larsen & Shaw Ltd.

The successful applicant will possess the following qualifications:

- Post-Secondary education in Sales or relevant experience.
- 2-5 years of Sales Experience. B2B and manufacturing experience an asset.
- Exceptional interpersonal skills and communications skills, both verbal and written
- Ability to interact with all employees including Management, Plant and Office Employees
- Excellent organizational skills necessary to coordinate multiple priorities to meet objectives
- Must be a self starter and possess the ability to work with minimum supervision
- Computer skills in Microsoft Office, CRM.
- A learning mindset, a positive attitude, and the ability to work as a team.

Responsibilities

- Build product & customer specific programs based on their unique needs & manufacturing efficiencies.
- Manage key account and product specific programs.
- Develop customer base in assigned territories in the US & Canada.
- Actively solicit new opportunities for business.
- Monitor market competition, identify market opportunities, and develop new business, meeting company objectives for gross margin.
- Travel throughout assigned territories and communicate regularly with management on the status of existing business and potential accounts.
- Act as customer advocate within the company.

OTHER INFORMATION:

What sets us apart

Larsen & Shaw is a family-owned business since 1919 and a leading manufacturer of top-quality hinges, standard continuous hinges, and architectural products, located in Walkerton Ontario. We strive to work proactively to achieve the company's objectives while supporting our customers in everything we do. Our culture is one that empowers employees to work collaboratively, maintaining the entrepreneurial spirit of our founders.

Why you should work for us

- Our employees are dedicated to meaningful, exciting and challenging work and we reward them for their efforts.
- The better we do, the more you gain. We offer a competitive wage and a structured compensation program, with regular wage increases and other perks. We are a certified Living Wage Employer!
- We invest in our employees and their families by offering both a comprehensive group health benefits plan and a retirement savings plan.
- Training and developing our people is very important to our future. We offer opportunities for in-house training, apprenticeship growth, internal promotions, professional development, and more.
- What's our Why? Why do we work so hard at retaining our business in Walkerton? Because that is where we want to live, work, and retire. We make considerable investment into our community through partnerships and by supporting meaningful charitable causes, such as the Walkerton & District Hospital Foundation.

- We understand the need for work-life balance and strive to provide our people with a supportive work environment. Small town living helps too, with a short commute for most of our employees. Applicants not currently living in the area can enjoy the natural beauty and clean environment of living in Bruce County. Located in Walkerton, we are within 100 km of Kitchener, Waterloo and Guelph, and 180 km from Toronto.

Job Type: Full-time

Benefits:

- Extended Health & Dental
- Employee Assistance Program
- Paid time off
- RRSP match
- Vision care
- ESOP
- Wellness & Engagement Events

Schedule:

- Monday to Friday

Personal information contained in applications will be used for recruitment purposes and collected as per the Municipal Freedom of Information and Protection of Privacy Act, R.S.O. 1990, Chapter M.56.

Our team is a carefully selected set of ambitious, and well-rounded individuals looking to help modernize the manufacturing industry. We are looking for individuals who want to be a part of our company's success as we adapt to market changes, have the desire to grow and have a clear vision of their future.

Larsen & Shaw is an equal opportunity employer committed to an inclusive and fair recruitment and selection process. If you are contacted about an employment opportunity, please advise us if you require accommodation. We thank all applicants for your interest in joining our team, only those selected will be contacted.

Interested Applicants please submit your applications to hr@larsenhinge.com