



PARTSFORTRUCKS

**OUTSIDE SALES REPRESENTATIVE
Heavy Duty Truck Parts**

Parts for Trucks, Inc. is Atlantic Canada's leading distributor of heavy duty truck and trailer parts, operating 15 sales outlets and 3 service centres located throughout the region. We supply parts, truck-mounted equipment and repair service to customers across all areas of the trucking industry. We have an opening for an **Outside Sales Representative** in our Grand Falls-Windsor location.

You will represent the Parts for Trucks full line of quality brand-name truck and trailer parts to customers and prospects across all areas of the trucking industry, including fleets, repair garages, government garages, and tire shops.

Responsibilities Include:

- Call on current and potential customers. Provide information on new products, supplier features, and promotions for a vast range of heavy duty truck parts.
- Work closely with branch staff to identify and source parts according to customer needs. Deliver customer orders while making sales calls, and retrieve cores for return to branch.
- Develop sales objectives and maintain customer profile book. Maintain awareness of company sales procedures relating to new accounts, returns, warranties, etc.
- Develop product knowledge through in-house, supplier and on-line training, attending trade shows and sales meetings, and reviewing trade publications.

Qualifications:

- The ideal candidate will have at least three to four years' relevant experience relating to heavy duty truck parts, or in a comparable industry (e.g., automotive, industrial, mechanical).
- Knowledge of heavy duty truck parts desired, along with mechanical know-how and a knack for working with the customer to identify specific needs.
- Ability to perform moderate to heavy lifting to load/unload company vehicle.
- A self-starter with strong sales skills, and the ability to develop and maintain customer relationships at the ground level.
- Valid Class 5 driver's license and clean driver's abstract.
- Basic computer knowledge (Microsoft Word, Excel, E-mail).

Parts for Trucks, Inc. offers a competitive compensation plan, including base salary plus commission, group benefits and a registered pension plan. If you have a positive team-work attitude and are interested in joining our company, apply in writing with a resume and covering letter to:

Parts for Trucks, Inc.
Attention: HR Manager
E-mail: amorris@partsfortrucks.com

Visit our website at www.partsfortrucks.com

We thank all applicants for their interest. Only those selected for interview will be contacted.