



PARTSFORTRUCKS

OUTSIDE SALES REPRESENTATIVE (Bilingual) Heavy Duty Truck Parts

Parts for Trucks, Inc., Atlantic Canada's leading distributor of heavy duty truck and trailer parts is seeking an experienced **Outside Sales Representative** to cover Grand Falls, NB and the surrounding areas. In business for over 90 years, Parts for Trucks, Inc. operates 15 sales locations and employs over 230 people throughout Atlantic Canada.

As an Outside Sales Representative, you will present 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 to grow sales, and provide information on new products, supplier features and promotions. Maintain customer profile book.
- Develop objectives and work independently to close sales, while fulfilling company sales policy requirements.
- Develop product knowledge through in-house, supplier and on-line training, attending trade shows and sales meetings, and reviewing trade publications.
- Maintain company vehicle in safe working order and professional appearance.

Qualifications:

- Strong sales skills and knowledge of heavy duty truck parts, along with a minimum of three to four years' relevant industry experience.
- A self-starter with demonstrated communication skills and the ability to develop and maintain customer relationships.
- Fluency in both French and English is essential.
- Valid Class 5 driver's license and clean driver's abstract.
- Basic computer knowledge (Microsoft Word, Excel, E-mail).

Parts for Trucks, Inc. offers an industry-competitive group benefits and pension plan; compensation for this position includes base salary plus commission. 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

Fax: 902-468-3300

Visit our website at www.partsfortrucks.com

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