



Sales Representative, Business Development

Founded in 1985, Belley is one of the largest distributors specializing in just-in-time delivery of cardboard boxes in northeastern North America. We serve our Quebec customers from Sherbrooke, Montreal and Quebec also having a presence in Vermont, Arizona, Oregon, Ontario and British Columbia. From design to delivery, we manage all of our customers' boxing needs by giving them access to exceptional, highly computerized service.

Location of Employment

Greater Quebec region

On the road, in the greater South Shore region of Quebec City

Functions

The candidate who will obtain the position of Sales Representative, Business Development will have to create his/her own portfolio of clients in the market of the greater Quebec City region and its greater area while pursuing the established strategy. He/She will be an independent and motivated worker, with an exemplary work ethic and willing to take on a role focused on customer service, maintenance of existing clientele as well as business development. The successful candidate will demonstrate the ability to communicate openly and professionally with all parties they do business with, as well as the ability to take on all responsibilities necessary to drive continued sales growth. The ability to understand the supply chain and the benefit of the Belley program, coupled with the ability to explain and quantify these benefits to potential customers is of paramount importance. The role of this position will vary based on client needs and will evolve over time. This is a tremendous opportunity to grow within the well-established framework of a growing company.

Requirements

Bachelor's degree preferred
Car and valid driver's license
Knowledge of Excel and Word and office suite an asset
Experience in sales and telemarketing
Understanding of the supply chain process
Bilingualism an asset (French, English)

Terms

Schedule of 40 hours per week
Group insurance program
Possibility of working from home