



We are growing our Industrial Packaging and Sanitation Products and Services Division in MONTREAL & TORONTO...Multiple Opportunities & Positions in Inside and/or Outside Sales...With Sales Experience or Without....

Are you looking for a career, an organization that you can grow and develop with...

Are you looking for a challenge within a fast-paced, performance based sales environment with excellent career development opportunities...

Do you enjoy meeting and talking with decision makers; Do you connect with people; Are you driven to be the best and # 1 ; Do you possess an outgoing and persistent personality where you enjoy the challenges, obstacles and hunt of making a sale...

Don't look further !

Dorfin is a 50+ year old established leading distributor and provider of Industrial Packaging, Shipping and Sanitation products and solutions.

Our Sales Consultants are committed to providing our clients with nothing short of world-class service. We foster and encourage leadership, teamwork, individual initiative, Creativity, adaptability and appetite for non-stop change, continuous learning, respect and cooperation.

In order to prepare you for this exciting career, you will be taking part in our comprehensive training program, which will teach you about our vast array of products and services. We will train and coach you with proven and effective sales tools. After your training program, you will be responsible for reaching monthly assigned sales targets through prospecting. Your role is to identify opportunities to effectively close sales.

At our Organization, we encourage advancement and offer many opportunities for career development and progression.

REQUIREMENTS / SKILLS :

- Ability and Determination to Seek out and Pursue New Business Opportunities and make Cold Calls and Prospect – Both in Person and Over the Phone
- Excellent Interpersonal and Communication skills both written and verbal, Bilingual required for Montreal candidates.
- Results driven with a proven ability to project a Positive Sales Attitude
- Ability to effectively communicate through all mediums – verbal,listening, writing and presenting
- Self-starter, independent, entrepreneurial and the ability to work and handle pressure, as well as in a team environment
- Ability to sell to, manage, grow and foster Client Relationships



- Responsible for prospecting and closing business at all Revenue levels
- Must be a team player working closely with operations and other business units and external partners
- Ambitious, outgoing and a team player demonstrating drive, persistence and the ability to exceed sales targets
- Able to work on a wide variety of products from different suppliers/manufacturers
- Ability to work with clients to solicit orders and sales proposals
- Respond swiftly to sales inquiries and quickly resolve any issues
- Complete all administrative functions on time including the administration of “Maximizer” (Client Management Database)
- Responsible for managing a balanced sales pipeline – achieving targets for pipeline opportunity revenue value and activities/tasks to advance opportunities which will ensure meeting business line quotas
- Responsible for retention and growth/penetration activities to upsell and cross-sell
- Responsible for using a consultative selling approach
- Strong communication, organizational and negotiation skills
- Responsible for prospecting and closing business at all revenue levels (small, medium and large)
- Must be adaptable, innovative, creative thinking outside the box, and professional
- At ease with using a PC (E-Mail, Outlook, Internet, Word, CRM software)

BENEFITS INCLUDE :

- A competitive compensation package that includes base salary, bonuses and uncapped commissions
- Comprehensive initial, as well as ongoing sales training programs
- Comprehensive health benefits package for you and your family
- The opportunity to deal with both large and small organizations
- A family atmosphere where you will be trained, supported and encouraged to be the very best

If you are a Go-Getter and you see yourself working in this type of environment and would like to pursue a career opportunity with us, we strongly encourage you to take a deeper look at our company website and then ;

Please submit your resume