



Seeking Industrial Supply External Sales Team Members!

Built on deep rooted core values, CTR is 52 years strong. Our foundation is built on values that dig deeper than just our processes and procedures; it's built on our talented staff. With just over 85 employees, CTR is looking to add an external sales account manager to join our automotive and industrial supply team.

We are looking for a new team member who thrives in a fast paced, team-based environment. We have an exciting environment that fosters a level of customer service that is genuine and sincere.

This opportunity will give the candidate exposure to interesting work and challenges where they will be able to drive real change and impact within the organization.

Responsibilities

- Research and approach existing and potential customers with the aim of growing your customer portfolio.
- Build on and maintain customer relationships by listening to and identifying their requirements and presenting them with solutions.
- Provide expert advice to customers on part and supplies carried by CTR.
- Record and process your customers' stock orders accurately, effectively, and clearly.
- Liaise with suppliers to check the progress of existing orders, follow-up to ensure the highest level of customer satisfaction.
- Enter orders into the computer system.
- Source parts and supplies not currently within CTR's inventory that were requested by customers.
- Align with CTR's Values – encourage others to seek a positive attitude by working with these Values.
- Create an environment that nurturers teamwork, efficiency and celebrates success.
- Develop sales targets, review sales performance monthly to jointly create action plans that focus on business development.
- Suggest and utilize special promotions, monthly discounts etc.

If you think you would be a good fit, please apply today!

We thank you for your interest! Stay safe.