

## Sales Representative

### **Summary:**

Reporting to the Sales Manager, you will be responsible for promoting and selling Horizon Quest Inc. products to local rural business of all sizes. As a member of our respected sales team, you will manage all sales functions for your assigned territories to ensure business growth.

### **Responsibilities:**

- Identify and create opportunities for establishing new accounts
- Cultivate existing customer relationships
- Manage time effectively while remaining flexible to meet changing company or customer needs
- Demonstrate and apply product knowledge
- Provide feedback to the company on the development of new products to meet evolving demands
- Assist with coordinating special events within the territory

### **Requirements:**

- Minimum 2 years sales experience
- Proven ability to close
- Strong negotiating skills
- Excellent communication skills
- A personable and professional demeanor
- Driven sales associate with a dedication to quality service
- A goal-oriented person who enjoys friendly competition
- Willingness to travel throughout assigned sales territory
- Valid driver's license, insurance coverage, and dependable vehicle.

### **Benefits:**

- Base pay + commission
- Available benefits package
- Flexible scheduling to accommodate your home life
- Comprehensive training

Please submit cover letter & resume by Aug 15

1-265 Bridge Street,  
Fergus,  
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In Your Community  
For Your Community

**About Us:**

At Horizon Quest Inc., we offer career development training & marketing services through a diverse portfolio of educational, general and special interest seminars and training programs; along with providing print advertising, web development and graphic design to small businesses in the local rural communities.

Here at Horizon Quest Inc., our sales team is valued as a critical asset to our success.

We recognize hard work and generously reward you for it.

We thank all candidates for their interest; however, only those selected for an interview will be contacted.

Horizon Quest Inc. welcomes and encourages applications from people with disabilities. Accommodations are available on request for candidates taking part in all aspects of the selection process.

**Job Type:**

Full-time -- Fergus, Guelph, Rockwood, Dufferin areas.

*For your community, in your community*

horizonquest.ca