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EMPLOYMENT

Independent Sales Representative – North45 Distribution (West Coast)

North45 Distribution is a leading Canadian distributor of professional and commercial audio equipment. To learn more about North45 Distribution, please visit our website at www.north45distribution.com.

We are currently seeking a talented, resourceful, confident candidate to join our team as an Independent Sales Representative for our North45 Distribution Sales Division for the West Coast territory. Our market caters to all audio contractors, integrators, live sound providers, and wholesalers.

The successful candidate will be responsible for growing the North45 Distribution portfolio within the prescribed territory by contacting prospective customers and strengthening relationships with existing clients.

Specific responsibilities will include, but are not limited to:

- Servicing existing accounts by maintaining inventory levels, performing staff training seminars, merchandising goods, and coordination of store promotions as needed
- Calling on prospective and existing customers
- Following up with new/existing customers, leads, and opportunities
- Maintaining up-to-date knowledge of products and ensuring customers are informed of current and new products
- Attending trade shows, educational seminars, and sales meetings, as required
- Completing administrative tasks in a timely manner, including weekly activity reports
- Providing excellent customer service and developing strong customer relationships
- Actively participating in weekly conference calls and sales meetings to improve sales efficiency and success
- Achievement of sales objectives

Requirements:

- Knowledge of territory and dealers would be an asset
- Valid driver's license and reliable transportation required, and must be able to travel regularly to customers located throughout the prescribed West Coast territory
- Able to work with all client levels, including dealers, end-users, consultants, etc
- Self-motivated, self-starter who is well organized and enjoys a challenge
- Strong commitment to customer service
- Can handle difficult situations with diplomacy and tact
- Has a hunger to grow and succeed
- Demonstrated ability of working closely with management to ensure achievement of sales objectives
- Proficiency with Microsoft Office applications
- Exceptional verbal, written, and presentation skills
- Engaging, personable, and confident

- Demonstrated ability to work in a fast-paced, dynamic environment
- Demonstrated ability to work autonomously with minimal supervision

Please send resume to:
info@north45distribution.com

Independent Professional Audio Sales Representative Required for Eastern Canada

Contact Distribution Ltd. is currently seeking a self-motivated sales professional to cover a territory that includes the Province of Quebec, the National Capital Region, and Atlantic Canada.

Contact Distribution represents a number of high-end manufacturers whose products include microphones, DSP processors, amplifiers, loudspeakers, sound masking, and mass notification systems. To learn more about our products, please visit our website at www.contactdistribution.com.

The primary responsibility of this position will be development and management of the territory with the goal of maximizing sales and developing and maintaining business relationships. An extensive knowledge of sound reinforcement for the touring, recording, and installation markets is the required advanced technical skill set for this position. Knowledge of the territory and dealers would be an asset. Previous sales experience dealing with system contractors and integrators, dealers, end-users, and consultants is essential.

Applicants must be bilingual, hold a valid driver's license with a reliable vehicle, and be able to travel throughout the territory as well as hold a valid passport for travel to U.S. tradeshows.

Please forward your resume in confidence to:
info@contactdistribution.com.

Buyer at SFM (Dorval, Quebec)

SFM is a leading Canadian service provider for global brands within the audiovisual, live entertainment, and media production industries. We are currently looking for a Buyer to execute all procurement activities to ensure that key operational targets such as inventory turns, reductions in obsolete & aged inventory, and reduced back-order levels are achieved. The ideal candidate has good knowledge of different forecasting models, good business acumen, is customer driven, and understands the value of building relationships with key partners.

Specific responsibilities will include, but are not limited to:

Supplier Relationships

- Primary point of contact with suppliers on purchase-related matters.
- Communicate forecasted demand to suppliers in order to assist them with their Planning, as required.

Planning & Purchasing

- Analyze product demand based on qualitative (e.g. judgment) and/or quantitative

(historical demand) input from Brand Manager and/or Sales.

- Assess inventory replenishment requirements while taking into account such variables as supplier lead times, minimums, volume discounts, and minimizing freight expenditures.
- Issue POs to suppliers and coordinate the effective delivery of product to satisfy demand.
- Track open POs and adjust PO quantities/delivery dates, as required.

Inventory Management

- Maintain optimal inventory levels that, in general, maximize inventory turns, minimize B/Os and minimize inbound freight costs.
- Establish and implement inventory management strategies for each product that reflects the importance of the product to the business and its stocking type.

SKU Creation & Data Integrity

- Manage SKU creation & maintenance process in the system with comprehensive input (i.e., completed template) from the Brand Managers and Logistics Coordinator.
- Oversee weights & measures data in the system for each product and work with other departments to ensure its accuracy. Keep Brand Managers advised of any changes and work with IT, as necessary, to upload any major corrections and/or updates.

Traffic/Logistics

- Work closely with the Logistics Coordinator to optimize inbound shipments when possible in an effort to minimize freight costs.

Qualifications:

- Minimum of 5 years' experience in purchasing/demand planning
- Diploma or Certificate in Supply Chain would be an asset
- Knowledge with ERP systems including forecasting module. (JD Edwards would be an asset)
- Experience with MRP
- Number driven and analytical
- Excellent knowledge of MS Office, particularly Excel
- Shows initiative, autonomy, adaptability and can handle multiple projects simultaneously
- Bilingual

If you have these qualifications and would like to join our team, you can submit your CV by mail or by e-mail to careers@sfm.ca.

PRODUCTS

ACCORDIONS, CONCERTINAS, BUTTON BOXES. NEW, USED. Buy, Sell, Trade, Repair, Tune, Exchange. 586-755-6050. Website: www.castiglioneaccordions.com.