



Sales / Account Professional

Posted April 22, 2018

Immediate full-time employment for an enthusiastic and dedicated team player is available within our company.

Responsibilities ...

In this sales position in the Sign and Lighting Service sector, your responsibilities will include:

- develop new business from patrol-generated leads, existing clients, and other contact methods
- create, maintain and grow lasting client relationships
- manage accounts to ensure customer satisfaction and future opportunities
- detailed and organized record keeping through proprietary CSM software
- plan schedules / routes for and coordinate with both patrollers and technicians
- promote branding, image, marketing and safety for our prospects and clients
- continued interaction and communication with YESCO and GORWAY team members
- leverage supplied resources and continued training to meet or exceed sales targets and quotas

Requirements ...

- genuine personality, integrity, and sales ability
- effective and professional 'warm' call specialist - experience in similar sales positions an asset
- strong listening and understanding skills to overcome challenges in the sales process
- exceptional communication skills, verbal and written
- self-driven and works efficiently to complete required tasks with attention to detail
- enjoys the give and take of teamwork to achieve company goals
- excellent problem solving and organizational skills
- lighting and/or sign knowledge desired but not necessary
- knowledge and ability to utilize the latest technology as a tool to communicate and source information

Compensation ...

- base salary + commission + benefits
- full time position, 40 hours per week

About Us ...

YESCO has been a global leader in the sign industry for almost 100 years, and now has a local presence. GORWAY, providing sign solutions in Eastern Ontario since 1989, has been awarded a YESCO Sign & Lighting Service franchise. GORWAY will continue to design, produce and install signs for the region's businesses, while YESCO Ontario East will focus on the service end of our industry to manage and maintain those brands. We take pride in our image with a professional approach to all our work, and we are looking for team members who share that same goal.

For more information, please visit us at www.YESCO.com or www.GORWAY.com

Interested candidates should submit their resume in appropriate format.

Attention Human Resources: wmacarthur@yesco.com