



Sales Representative – Greater Vancouver Area, British Columbia

Blum is a family-owned company that specializes in manufacturing superior quality hinge systems, drawer runners and lift systems that enhance user convenience in the kitchen and other living areas. Blum Canada is a subsidiary of Julius Blum GmbH, established and incorporated in Canada since 1978.

You

- Are a team player with an outgoing personality and excellent interpersonal and communication skills.
- Have demonstrated ability to work independently and be self-responsible.
- Have demonstrated technical ability, both in communication and hands on hardware assembly work.
- Have demonstrated expertise in selling ideas, applications, and concepts to production managers and or developers.
- Are committed to continuous learning and effectively utilize all the tools provided by the company.

We

- Value experience.
- Focus on digitalization.
- Appreciate a structured way of working.
- Provide opportunities for personal development.
- Provide with excellent benefits package and RRSP matching contributions.
- Provide with a company car, iPad, iPhone, credit card.

Responsibilities

Under the guidance and support of the Team Leader, Sales – Western Canada:

- You will assist in the implementation of the Sales strategy as collaboratively arrived at and introduced from time to time in your specific territory of GVA, British Columbia.
- You will identify market opportunities in your territory, prepare, plan, and develop ideas how to approach a specific segment and use marketing tools provided to achieve sales goals.
- Set objectives and evaluate progress made towards those objectives to predict, react, and adjust to market changes.
- Enhance the partnership with our Distributors and their customers, including frequent co-travel, training online and in person on product knowledge, product applications, and troubleshooting for product applications.
- Introduce new products and services from time to time.
- Train distributor personnel.
- Maximize sales to the existing client base and develop new sales prospects.

- Manage Original Equipment Manufacturers in the territory and offer them support and expertise in utilizing Blum's products and services.
- Participate in Trade shows in Canada and/or if applicable abroad.
- Travel extensively to cover the assigned territory.
- Actively engage with the architecture and design (A&D) community to promote and drive Blum product specifications.
- Maintain accurate and up-to-date information on all current and new accounts, including developers, designers, and architects.

Qualifications

- Post-secondary education in business administration, sales and or wood processing technology or design.
- 3 or more years of experience in Sales, preferably in hardware industry or comparable.
- Strong networking and relationship building skills and excellent executional abilities.
- Familiarity with CRM, marketing platforms and ERPs. Have advanced skills in MS Office programs.
- Strong presentation, organizational and time management skills.
- Focused on development of behavioral and technological skills to serve the customer base optimally.
- Demonstrated ability to adapt to changing trends and think creatively.

This role can be based in Vancouver and requires 35-40% travel including overnight travel.

Blum Canada is an equal opportunity employer dedicated to building an inclusive and diverse workforce. We will provide accommodations during the recruitment process upon request by emailing the hr.ca@blum.com. Please submit your application to hr.ca@blum.com.

Be a part of a culture that fosters growth, diversity, and inclusion.