

Who we are: we are your One-stop-shop for all your trucking needs.

Description:

We are looking for an ambitious, self-driven individual whose priorities are customers and quality. The Tire Outside Sales Representative is responsible for the development of their own sales territory while maintaining and evolving customer relationships. The outside sales representative provides exceptional service to existing and potential customers to achieve growth objectives. Familiarity with heavy duty truck and trailer parts is required.

As a member of our team, you'll have the ability and opportunity to use your strong interpersonal skills to provide service and support to customers as needed.

Duties & Responsibilities:

- Perform sales calls to various customers, current and potential
- Maintain excellent quality service with clear and effective communication
- Prepare proposals for current and potential customers
- Keep up to date on market conditions and competition activities
- Ability to provide promotional information
- Assist customers with heavy duty tire questions and needs
- Track sales activity and adhere to policies & procedures
- Coordinate with the Accounts receivable department ensuring invoices are paid, and receipts are submitted so that policies and procedures are followed in a timely manner

Qualifications:

- Highschool diploma or equivalent
- Valid driver's license
- Basic computer skills (Windows, outlook, teams,)

- Proven dedicated sales experience in the Heavy-duty truck & trailer industry
- Posses a strong mechanical working knowledge
- Excellent customer service capability and strong communication skills
- Solid time management and analytical skills are necessary
- Ability to learn in a fast-paced sales environment

Job Type: Full-time

Benefits:

- Dental care
- Extended health care
- Vision care

Schedule:

- 8 hour shift

Experience:

- sales: 3 years (preferred)
- tire: 5 years (preferred)

Language:

- Punjabi (preferred)