



Join Terryberry's team!

Terryberry is looking for a competitive field sales representative to develop sales strategies and attract new customers, based in Mississauga, Ontario. This territory will include parts of GTA, Eastern Ontario, Quebec and Maritime provinces. You will source new sales opportunities and close sales to achieve targets. The successful candidate will play a key role in increasing income and revenue by managing and negotiating with clients, fielding and generating leads, and qualifying prospects.

ABOUT US

Our Mission: When people are recognized for their efforts, they are inspired to achieve more. The mission of Terryberry is to help organizations provide their people with special recognition for remarkable contributions and achievements. We strive to create a fulfilling and rewarding environment where people achieve their best potential.

Locations: We're headquartered in Grand Rapids, MI, with locations throughout North America and Europe.

Past & Present: Founded by H.R. Terryberry in 1918 as a jewelry and award manufacturer in Grand Rapids, MI. The company is still family-owned, now in its 4th generation.



RESPONSIBILITY:

- "Get the sale" using various sales methods (lead generation, lead follow up, presentations, etc.).
- Forecast sales, develop "out of the box" sales strategies/models and evaluate their effectiveness.
- Grow Terryberry's business in defined territory.
- Evaluate customer needs and build productive long lasting relationships.
- Meet personal and team sales targets.
- Research accounts, generate new business, and follow through on sales leads.
- Attend meetings, sales events, and trainings to keep abreast of the latest developments.
- Report and provide feedback to management using financial statistical data.
- Maintain and expand client database within your assigned territory using Salesforce.

QUALIFICATIONS:

- Growth mindset – always working to be better.
- 3-5 year's proven sales experience.
- Track record of over-achieving target.
- Experience working with Salesforce or similar CRM.
- Familiarity with different sales techniques and pipeline management.
- Extensive experience with PowerPoint, and other programs on the Microsoft Office platform.
- Strong communication, negotiation and interpersonal skills.
- Able to work and be productive in a home office environment.
- Driven, self-starting, and self-motivated.
- BA/BS degree or equivalent.