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Suppliers to the Marine Industry

Western Marine Company – suppliers to the marine industry.

Western Marine is an industry leading wholesale distributor of marine hardware, accessories and supplies with 37 years of successful growth, and industry leading customer service in Canada. We are based in Vancouver, BC and Barrie, Ontario. www.westernmarine.com

We are looking for an experienced sales representative to cover our southern Vancouver Island territory. The person we seek will have a good understanding of marine hardware sales and have a solid track record of success in sales to industry.

Strong communications skills and the proven ability to build and maintain critical, trusting relationships are essential. The successful candidate will have a demonstrated ability to set priorities and handle a very busy dynamic environment.

Job responsibilities will include:

- visiting the existing base of customers to understand their needs
- building and maintaining relationships
- developing a territory plan
- solving customer concerns
- utilizing internal and external resources to solve concerns
- developing and using internal and industry resources to grow business
- prospecting and cold calling customers in the defined area
- providing regular reporting to management

The ideal candidate will have:

- Experience in the Recreational and Commercial marine industry; a big asset.
- Strong territory management experience.
- An open-minded approach to business and be open to learning and being coached.

Job Type: this is a full-time, permanent career opportunity

- Based on Vancouver Island covering the Southern Vancouver Island territory.
- Weekly travel within the assigned territory
- Occasional weekends covering customer events, trade and boat shows
- Occasional travel to Vancouver and elsewhere for meetings and training

Salary: Base salary, commission and benefits

We strongly favor someone with industry experience but will look at related experience in wholesale sales.

If you are interested in joining Western Marine, send us your resume and a cover letter telling us **what makes you a great salesperson**, to Alan Stovell at stovell@westernmarine.com