

BAP Equipment Ltd – The Natural Resource Equipment Supply Store located in Fredericton NB is looking for an experienced, energetic and customer focused individual to join their team as an Inside/Outside Sales Representative.

Duties include but are not limited to:

**What will you do?**

- Manage assigned territory of existing business
- Identify new market opportunities and increase sales
- Develop relationships that transform into new business opportunities
- Identify customer needs and advise them on the products we carry and their applications
- Develop a sound knowledge of the products and services we offer in order to effectively sell a full suite of services
- Report to the Sales Manager. Offer excellent customer service in order to foster and develop a loyal clientele and create a positive shopping experience.
- Maintain an awareness of all product knowledge and current or upcoming product trends
- Identify customer needs and advise them on the products we carry and their applications
- Ensure sales floor is clean and well organized
- Enter orders into the system, and collect payment
- Perform a variety of administrative duties including answering phones, invoicing and inventory management
- Assist with shipping and receiving as required
- Attend industry tradeshow, demonstrations and promotional events
- Prepare documents for customs clearance

**What will you bring?**

- Education and/or experience in Sales
- Strong written/oral communication skills
- Coach-ability: a self-starter attitude
- Ability to take initiative
- Reliable transportation and valid driver's license
- Computer Skills
- Ability to lift 50-60 pounds
- Attitude to learn about and share expertise on new and existing products and trends to fit customer's needs
- Excellent interpersonal and communication skills
- Strong work ethic with a positive, energetic approach and attention to detail
- Ability to multi-task, prioritize and meet deadlines.
- Ability to work within a small team-based environment

BAP offers a competitive compensation benefits package.

Work Hours Monday to Friday 8-5

Submit resume to: [bphillips@bapequipment.com](mailto:bphillips@bapequipment.com)