

# TIPPET RICHARDSON

Trusted worldwide since 1927

We are seeking professional and intelligent sales candidates to grow our presence in the Greater Toronto Area. Ideal candidates will have a strong work ethic and desire to be successful. You will have the advantage of representing the Tippet Richardson brand in one of the busiest moving markets in the country.

Our company provides warm leads from our appointment setting teams. Our most successful representatives always create additional opportunities through networking and lead generation activities.

## As a sales representative, you would:

- Drive to potential customers' homes and conduct appointments
- Write proposals for each customer including accurate inventories, photographs, instructions, and pricing information
- Provide follow-up to customers by phone and re-visit the customer if necessary
- Network and prospect to identify additional opportunities

## Skills needed:

- Excellent problem solving & customer service skills.
- Strong listening, closing, and follow-up skills
- Ability to multi-task and quickly learn new process and technology

## Our requirements:

- 5+ years of experience in sales, but successful representatives have also had a background in moving and storage business and whom understand the opportunities presented within the industry.
- Ability to work a flexible schedule based on customer need
- A valid driver's license and a safe driving record; reliable transportation
- Ability to pass pre-employment and background checks

## What can you gain?

- Be an instrumental part of an internationally recognized brand that helps our clients go places
- A career with endless variety – meeting new clients every day, every move is different
- High income potential and a benefit package

We offer a competitive compensation schedule, car allowance, company pension, Group Health Care.

If you think you'd be a great fit on our team, please apply.

Job Types: Full-time, Base Salary & Commission

## Experience:

- Outside sales: 1 -2 year's (Preferred)
- Education: Bachelor's (Preferred)
- Great Computer Skills
- Knowledge of Moveware software would be an asset

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**"TRUSTED WORLDWIDE SINCE 1927"**

