



EDUCATION

Training For The Musical Trades

Guitar Building and Repair
Live Sound
Recording
Tube Amps
C.N.C. Training
Courses and Workshops

Summit School of Guitar Building
6114 W. Island Hwy
Qualicum Beach, BC V9K 2E2
www.luthiers-international.com
1-888-901-9903

EMPLOYMENT

Fender Musical Instruments Corporation (FMIC) is looking for a **Retail Sales Specialist** to join our Sales team in the Toronto, Ontario and Vancouver, B.C. area.

In this position, your goal will be to increase our retail store sales by visiting and providing service to select retail locations. In order to be successful in this position you'll need to be proactive, organized and comfortable communicating with a wide variety of people, including speaking in front of groups. You will be the go-to person for questions about our instruments and related products so knowledge of FMIC products and some history of our brands is required. Additional requirements include:

- 2-3 years of experience in retail customer service, preferably in the musical instruments business
- Must be able to play guitar at an intermediate level
- Excellent communication/interpersonal skills
- Strong Microsoft Office skills
- Heavy travel required (approx. 90% via auto and 10% air)
- Will be required to lift and move guitars, amps and related equipment

Please apply online at
www.fender.com/careers.

Yamaha Canada Music Ltd. Combo and Music Production Department is hiring a **Sales Consultant** for the Eastern GTA, Eastern and Northern Ontario.

Working from a home based office in the GTA, this position is responsible for executing the sales plan and supporting the marketing plan by developing and maintaining a successful and profitable dealer network, within a territory, that will meet current and future division and corporate objectives.

- Meet or exceed budgeted sales objectives within a sales territory by product by model by month
- Establish a sales target for each dealer that will result in meeting or exceeding the territory sales objective. Work with each dealer to reach agreement on the target. Assist each dealer in developing a sales and promotion plan for our products.
- Conduct detailed analysis of all markets in the territory, in the aggressive pursuit for new business opportunities for all product groups. Sign new dealers where appropriate.

- Strive to maintain an image of professionalism by promoting good relations with all dealers within a territory, thereby insuring long-term productivity of that territory
- Utilize all human resources as provided by the division in order to multiply the effectiveness of your efforts. (Product Managers, Artists, Management Support)
- Assist the dealer on an ongoing basis in key business areas
- Document all important activities using division tools, within a territory to ensure that all information vital to the successful operation of the division is reported to the proper department
- Support the integrity of Yamaha's dealer agreement
- Implement an organized plan for visits and phone calls to dealer network to provide the proper amount of support based on sound business judgment to achieve the sales objective

Requirements:

- 3+ years music retail/wholesale experience in management, purchasing, and/or sales required
- Knowledge of musical instruments to be represented required
- Music or Business Degree preferred, but not required
- Excellent English communication skills both written and verbal
- Must have strong sales knowledge & selling tactics
- Must have thorough knowledge of marketing product in a music retail environment
- Must be proficient in Word, Excel, and PowerPoint
- Experience with ERP and CRM tools
- Ability to travel actively within the territory and occasionally to the US
- Reliable vehicle, insurable for rental vehicles when required
- Able to accommodate some evening and weekend work hours to accommodate efficient travel in the territory and for trade shows and festivals
- This position offers a competitive base salary, pension and benefits, bonus and commission tied to sales, an expense account, cellular phone and laptop computer.

Any inquiries should respond to jobs@yamaha.ca and include a cover letter and complete Resume.

National Musical Instrument Distributor seeks **Independent Outside Sales Representatives** to cover all areas of Canada.

Successful candidates must have the ability to demonstrate our superior guitar and ukulele line plus a diverse variety of other instruments.

An excellent opportunity for self-motivated, dynamic and versatile individuals. Compensation based on commission.

All applicants will receive a response and replies will be held in the strictest confidence. Please forward your resume and a brief cover letter listing brands represented to box209@nor.com.

OPPORTUNITIES

Established Alberta Music Stores Seeking **Manager/Trainee**. Sweat Equity or Buy-in Opportunity For Right Applicant.

Please contact: 1-800-723-9778.

Vancouver Island Music Store For Sale.

Lots of lines, Lots of students, 3600 sq. ft. building. Opened in 1995 and time to retire. Business and/or Building.

On the Trans Canada Hwy. Ample parking.

Over 30 miles to the next store.

250-701-1103 or dmusic@shaw.ca

PRODUCTS

Kinal Guitars and Basses

Over 40 years of experience
Canadian Dealer for Bartolini and Reunion Blues
www.Kinal.com
604-433-6544

NEED SPEAKERS?

EMINENCE - B&C - PIONEER - PHILIPS - MOTOROLA & tons more!

Speakers, crossovers, cabinet hardware, wire, and connectors. Upgrade and/or build your own pro sound or guitar rig and save. WE STOCK SPEAKERS and related accessories for musical instrument, professional sound, home stereo, home theatre, commercial sound, and everything else in between. Visit us on the web and download our catalogues and price lists today.

Dealer inquiries welcome.

Q-COMPONENTS

638 Colby Dr., Waterloo, ON N2V 1A2

Toll free: 1-800-363-6336

www.loudspeakers.ca
sales@loudspeakers.ca

ACCORDIONS, CONCERTINAS, BUTTON

BOXES. NEW, USED. Buy, Sell, Trade, Repair, Tune, Exchange. 586-755-6050. Web Site:
www.castiglioneaccordions.com.

CANADIAN SOURCE of

— MAHOGANY —

— PEARL — ABALAM —

Other Tone Woods

No Borders To Cross

www.timelessinstruments.com

1-888-884-2753

SERVICES

Custom Band T-Shirts — We cut out the middle-man, wholesale prices. Create or upload your artwork, thousands of free clip art. Awesome customer service!
<http://custom-band-t-shirts.com>

Only 60¢ a word,
Contact: Maureen Jack
905-641-1512
FAX: 888-665-1307
mjack@nor.com