



EMPLOYMENT

DDH Audio is seeking experienced **independent reps in Central and Western Canada** for the K-array product range.

Please reply to: daniel@ddhaudio.com

Independent Sales Representatives – North45 Distribution (Ontario, Quebec & West Coast)

North45 Distribution is a leading Canadian distributor of professional and commercial audio equipment. To learn more about North45 Distribution, please visit our website at www.north45distribution.com.

We are currently seeking talented, resourceful, confident candidates to join our team as Independent Sales Representatives for our North45 Distribution Sales Division, for the territories of Ontario, Quebec, and the West Coast. Our market caters to all audio contractors, integrators, live sound providers, and wholesalers.

The successful candidates will be responsible for growing the North45 Distribution portfolio within the prescribed territory by contacting prospective customers and strengthening relationships with existing clients.

Specific responsibilities will include, but are not limited to:

- Servicing existing accounts by maintaining inventory levels, performing staff training seminars, merchandising goods, and coordination of store promotions as needed
- Calling on prospective and existing customers
- Following up with new/existing customers, leads, and opportunities
- Maintaining up-to-date knowledge of products and ensuring customers are informed of current and new products
- Attending trade shows, educational seminars, and sales meetings, as required
- Completing administrative tasks in a timely manner, including weekly activity reports
- Providing excellent customer service and developing strong customer relationships
- Actively participating in weekly conference calls and sales meetings to improve sales efficiency and success
- Achievement of sales objectives

Requirements:

- Knowledge of territory and dealers would be an asset
- Valid driver's license and reliable transportation required, and must be able to travel regularly to customers located throughout the prescribed territory of Ontario, Quebec, or West Coast
- Able to work with all client levels, including dealers, end-users, consultants, etc.

- Self-motivated, self-starter who is well organized and enjoys a challenge
- Strong commitment to customer service
- Can handle difficult situations with diplomacy and tact
- Has a hunger to grow and succeed
- Demonstrated ability of working closely with management to ensure achievement of sales objectives
- Proficiency with Microsoft Office applications
- Exceptional verbal, written, and presentation skills
- Engaging, personable, and confident
- Demonstrated ability to work in a fast-paced, dynamic environment
- Demonstrated ability to work autonomously with minimal supervision

Please send resume to:
info@north45distribution.com

Yamaha Canada Music Ltd. is seeking a Product Marketing Manager for Guitars, Basses & Amplifiers.

As a Product Marketing Manager, you will be responsible for the outbound marketing activities for your products, which include Yamaha Guitar & Bass products and Ampeg Amplifier products as well as related accessory products. You will craft the messaging and positioning for products. You'll conceive and develop innovative marketing programs that drive consumer and dealer demand. You are responsible for planning production, sales, and inventory for all products throughout their life-cycle. Attention to detail and an eye for quality, along with the ability to grasp and translate technical capabilities into benefits, is crucial. In your role as a Product Marketing Manager, you will be the expert in buyers/customers, how they buy, and their buying criteria and will transfer that knowledge to the sales channel.

For a complete position description and requirements, visit: https://ca.yamaha.com/en/about_yamaha/recruitment/index.html



Audio Distributors International seeks a Musical Instrument Sales Person for Ontario.

Applicants must be self-motivated, available full time, located in the GTA, have a vehicle, and possess good knowledge of the MI retail market.

Sales experience is an asset.

Compensation package and conditions to be discussed.

Experienced independent sales reps are encouraged to apply.

Please email resume to: richard@adi-online.net

OPPORTUNITIES

Canadian Wholesale Distributor for Sale

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E-mail inquiries to: mail@nor.com

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