



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

Independent Professional Audio Sales Representative Required for Eastern Canada

Contact Distribution Ltd. is currently seeking a self-motivated sales professional to cover a territory that includes the Province of Quebec, the National Capital Region, and Atlantic Canada.

Contact Distribution represents a number of high-end manufacturers whose products include Microphones, DSP Processors, Amplifiers, Loudspeakers, Sound Masking, and Mass Notification Systems. To learn more about our products, please visit our website at www.contactdistribution.com.

The primary responsibility of this position will be development and management of the territory with the goal of maximizing sales and developing and maintaining business relationships. An extensive knowledge of sound reinforcement for the touring, recording, and installation markets is the required advanced technical skill set for this position. Knowledge of the territory and dealers would be an asset. Previous sales experience dealing with system contractors and integrators, dealers, end-users, and consultants is essential.

Applicants must be bilingual, hold a valid driver's license with a reliable vehicle, and be able to travel throughout the territory as well as hold a valid passport for travel to U.S. tradeshows.

Please forward your resume in confidence to: info@contactdistribution.com.

OPPORTUNITIES

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