



**Restaurant  
Supply Ltd.**

## **Commercial Sales Representative**

**HSF a division of**  
**s.t.o.p. Restaurant Supply**  
**Burlington, Ontario**

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**ABOUT US:** s.t.o.p. Restaurant Supply has been servicing the restaurant industry for over 20 years. s.t.o.p. Restaurant Supply distributes and supplies smallwares and equipment to restaurants, hotels, and institutions, as well as the general public through our showroom locations. We offer outstanding service to our customers by fostering an inclusive team spirit and treating our employees like family. [www.shopatstop.com](http://www.shopatstop.com)

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### **WHAT WE OFFER:**

- Training wage, plus unlimited earning potential through commissions
- Profit Sharing
- Company contributions to RRSP
- Opportunities to grow with us

### **THE ROLE:**

You are a driven Sales Professional with a passion for the food industry, familiarity with Niagara and surrounding area, and a talent for business development. You love to win and are driven to seek opportunities to expand s.t.o.p. Restaurant Supply's business opportunities while providing service excellence to our existing clients. You are passionate about creating engaging customer experiences. You are an ambitious goal setter, who works collaboratively, and supports everyone around you. You thrive in a challenging environment and enjoy working in partnership with a diverse team of people to deliver the best possible results to our customers.

### **KEY ACCOUNTABILITIES**

- Obtain new customers through cold calling and understanding of the food industry
- Expand existing sales by understanding each of our customers' unique needs by asking quality questions and doing research
- Grow business profitability by keeping customers in-terms and maximizing gross margin
- Work with manager to set ambitious sales goals, with clear strategies to achieve them
- Constant communication with all other departments including Customer Service, Warehouse, and Traffic to ensure accurate, quality, on-time deliveries of large equipment to customers

### **QUALIFICATIONS:**

- Strong written and oral communication skills
- Some outside Sales Experience, Preferably Business-to-Business would be an asset but is not a requirement
- Foodservice experience an asset
- Preference is given to individuals with some University/College courses, especially in business
- Highly motivated, independent go-getter
- Tenacious, persistent, problem-solver. Not deterred by failure or rejection.
- Infectious positive attitude, enthusiastic people-person

### **HOW TO APPLY :**

Respond to this ad with a resume and cover letter.

OR Mail/In Person to 206 Centennial Crt,  
Kitchener, ON N2B 3X2

We are an equal opportunity employer providing competitive wages and benefits.