



**Sierra Flower Trading** is the largest importer and distributor of fresh cut flowers in Canada. **Sierra** is a learning organization that brings together passionate people who are open to change, innovation and creativity. We believe that clear, honest and transparent communication is the cornerstone of successful and respectful business relationships. By adhering to these values, we believe that we can ensure viable and sustainable growth for **Sierra**, its employees and partners.

At Sierra, our vision is to distinguish ourselves with our clients and within our industry as well as make a difference in our community. As a thriving company, we also offer innovative services and creative solutions at all levels of the floral industry.

We recognize that our employees are the most valuable asset of our business. Therefore, we appreciate that YOU make the difference.

Therefore, Sierra offers you:

- ❖ Work-Life balance / Flexible working hours;
- ❖ Multicultural and stimulating work environment;
- ❖ A fully empowered role where you can maximize your competencies;
- ❖ A unique company culture based on core values and a high degree of adaptability ;
- ❖ Competitive total compensation package (benefits, bonus, etc.)

## **SALES REPRESENTATIVE**

Reporting to the Sales Manager, the Sales Representative is responsible for developing sales with assigned customers, to achieve objectives and to provide customer support through various programs.

### Specifically :

- Maximizing sales by building relationships with clients and by providing exceptional customer service at all times;
- Developing sales solutions and / or find sales opportunities that meet the needs of customers;
- Inputting information and orders into our database;
- Providing the necessary technical information on products according to the customer needs;
- Working closely with the Sales team ;
- Working closely with the Logistics team (delivery, alterations, etc.);
- Producing various reports: sales, customer follow ups as well as other management reports;
- Keeping management informed of market conditions and trends of the competition.

### Your Profile & Competencies

- Two (2) to four (4) years' experience in sales and/or customer service;
- Experience working in floral/horticulture and/or perishable and/or logistics industry is an asset;
- Bilingual (French/English) both verbal and written;
- Excellent computer skills/MS Office (intermediate level);

- Strong organizational and planning skills;
- Sales driven;
- Proven to offer efficient service in an client focused environment;
- Initiative, autonomous and energetic;
- Ability to meet deadlines and perform multiple tasks in an environment where attention to detail and quality, as well as deadlines are important.

In our pursuit for excellence in creating a strong organization and a more equitable world, we are looking for talented people. We want to build long-lasting relationships with dedicated and enthusiastic people.

Are you inspired by these words?  
Challenge, Success, Progress and Drive?

Join our team and let's start changing the world... one flower at a time.

We invite you to send us your resume by email at [careers@sierraflower.com](mailto:careers@sierraflower.com) or by fax to 514-733-2920.