

November 1st, 2016

About Groupe BMR inc.

Founded in 1967, Groupe BMR is a subsidiary company of La Coop fédérée that regroups 325 home renovation centers and hardware stores in Québec, Ontario, in the Maritime Provinces and in the French islands of Saint-Pierre & Miquelon. Retail sales for Groupe BMR members are estimated at over 1.7 billion dollars per year and some 8,000 people work in bannered stores. Groupe BMR is the largest Québec-owned player in the home renovation industry and operates under the BMR, Unimat and Agrizone banners. www.bmr.co

Ontario Sales Representative

Under the supervision of the Senior Director - Business Development, the candidate selected will be assigned market development in Ontario with the mandate of building brand awareness for the banner and its products. More specifically, the candidate selected will be required to:

- Develop new markets with great sales potential;
- Seek new clients with whom to build and develop new business relationships;
- Create revenue growth and penetrate new markets by building client loyalty with new business partners;
- Create new business opportunities by identifying prospects and evaluating their position in the industry;
- Researching and analyzing sales options for prospects;
- Brief the Business Development Manager on trends, opportunities, and issues on a regular basis;
- Process all paperwork accurately and on time (weekly reporting, new customer setups, etc.);
- Maintain existing relationships, develop new relationships, and network to grow market shares with all sizes of accounts within the region through regular client visits and product knowledge sessions.

Candidate profile:

- College diploma or the equivalent and 15 years of relevant experience, including 4 to 5 years in the retail industry;
- Relevant experience in market development;
- High-energy self-starter;
- Good communicator and skilled for statistics analysis;
- English as a first language and French as a second language or willingness to learn French;
- Knowledge of market trends for the retail industry;
- Knowledge of the hardware, building materials or renovation industry;
- Client-oriented, good business sense, diplomacy as well as political abilities and the capacity to exert influence;
- Self-reliant, resourceful and result-oriented;
- Ability of identifying and managing priorities;
- Team player and good interpersonal skills;
- The candidate will be based in Ontario;
- Competitive global compensation.

You may apply online by writing to kbreard@bmr.co. We thank all applicants for their interest; however, only selected applicants will be contacted. We apply an equal employment opportunity policy.