

Junior Sales and Merchandising Specialist

Twelve Oaks Forrest Products has a newly created job opportunity for a Junior Sales and Merchandising Specialist. We offer competitive pay, stimulating challenges and the opportunity to build a career in the wholesale flooring industry.

As a Junior Sales and Merchandising Specialist. 60% of your time, you will be reporting to the National Home Improvement Centers Accounts Manager; performing merchandising, product awareness services, as well as various sales functions to maximize growth through some of the nation's best-known Retail lumber yard chains under private label. 40% of your time, you will be reporting to the Director of Sales whose role is to support the Retail Flooring store sales initiative and the overall sales for Twelve Oaks Forest Products.

As the new Sales and Merchandising Specialist, you will be assigned a territory including a targeted number of accounts which you will be responsible to initiate contact, develop sales growth, maintain and enhance floor presence.

Responsibilities:

- Visit your assigned stores in Central, Western and Northern Ontario
- Build and maintain strong partnerships with retail associates and managers.
- Provide important information and support on newly released products, promotions and activities in adherence to Head Office directives
- Ensure that all products for our various clients are displayed, set to planograms, correctly priced, signed, and presented in adequate quantities in all dealer partner stores where the Twelve Oaks (or private label) product is displayed
- Negotiating premier display space with dealer partners.
- Assemble fixtures, set-up and take down displays as required (Retail and Trade Shows)

Qualifications

General Requirements:

- Prior success in a sales, merchandising, retail, or customer service role preferred, however transferable experience will be openly considered
- Highly organized, detailed, and able to manage time effectively
- Must be very comfortable working with technology.
- Physically able to lift, bend, kneel and stand for extended periods
- Weekday hours (some weekends for tradeshow and industry events)
- Willingness to travel

Technical Requirements:

- Computer access, printer, and wireless capabilities recommended
- Strong computer skills utilizing the Internet, email and Microsoft Office Suite
- Ability to complete online training and attend conference calls as required
- Possess a valid driver's license

Please reply to;

Human Resources <hr@twelveoaks.ca>