



Inside Sales Representative

Location: Toronto, ON

What you will do:

- Manage existing customer portfolio through telesales calls
- Grow sales within the portfolio through gaining new business and maintaining current sales
- Participate in face to face meetings with customers where necessary
- Provide research and information on new and existing customers
- Manage customer quotes, forecasts, new projects and other needs
- Participate with new product launches and campaigns aligned with sales strategy
- Work with external sales representatives to develop new opportunities, primarily in the Food Ingredient Industry
- Prospecting new potential customers and conduct monthly reporting on selling activity and portfolio targets
- Work as a resource for external sales representatives
- Attend supplier meetings to further develop product knowledge
- Work with Industry/Product managers on new opportunities and strategies
- Other duties as required

What you will require:

- University Degree or College Diploma in a related field (i.e. Food Science) with 1 - 2 years of sales experience is required
- Must be a team player who is customer-oriented and self-motivated with a proven ability to interface confidently with internal and external stakeholders
- Must be result focused with strong analytical skills coupled with an intuitive sense for negotiation, and the ability to contribute significantly to the organization's sales strategy
- Must possess strong written and oral communication skills
- Strong computer skills are required

How do I apply?

Please send your resume and cover letter in Word or PDF format to toronto.hr@univarcanada.com . Please indicate the job title and location (Inside Sales Representative – Toronto) in the subject line of your email. Please note that candidates are subject to background and reference checks. Thank you for your interest in Univar.

About Univar

Univar Canada is the leading distributor of chemistry and related innovative products and services in Canada. We provide more chemical products and related services than any other company in the marketplace. Our wide distribution network, with locations coast-to-coast, helps guarantee fast, reliable service to Univar's customers.

Safety is our first priority, both the starting point and foundation for all aspects of our global business operations. Safe transport and storage of products, safe operational practices and safe working conditions enable us to protect our employees, customers, suppliers and the environment.

To read more about our successes and what we do, please visit: www.univar.com.