

We invite you to take the next step towards the perfect professional match. Before clicking the link below, we encourage you to read the job description and carefully review our website. This will give you a comprehensive understanding of the role's expectations and our company's values and culture.

By clicking on the link below, you'll embark on an assessment designed to evaluate how well you align with the requirements of the role and how well the role aligns with your unique strengths and aspirations.

<https://apply.select.wonderlic.com/XF5N6X/UBS-Industries>

Your commitment to this assessment reflects your dedication to securing the ideal fit in your career, and we commend your proactive approach to this process. We look forward to uncovering the potential synergy between you and UBS Industries.

Don't forget to send us your resume to careers@ubsindustries.com

Outside Sales

UBS Industries is a well-known, diversified distributor of metal framing products, mechanical tubing, and traffic signposts in Western Canada. We are looking for a dynamic individual who possesses the necessary skills and enjoys working in a fun and engaging environment to join our team. UBS has been a trusted supplier to customers across various industries, including mechanical and electrical contracting, utilities, OEMs, municipalities, fabricators, and many others.

As a potential candidate interested in joining the team at UBS Industries, your familiarity with Epicor P21 or similar ERP systems would be highly valuable. Demonstrating your proficiency in using this technology to drive efficiencies in the purchasing process would likely make you a strong fit for the role.

Key Responsibilities:

- **Prospecting and Lead Generation:**
 - Identify and pursue potential customers through practical research and **outreach**.
- **Client Relationship Management and Site Visits:**
 - Build and maintain strong client relationships through regular communication and on-site visits.
- **Sales Presentations and Negotiation:**
 - Conduct persuasive product presentations, negotiate terms, and close deals effectively.
- **Market Research:**
 - Stay informed about industry trends, competitor activities, and market conditions.
- **Reporting and Goal Achievement:**

- Provide regular reports on sales activities and achievements and work towards achieving or exceeding sales targets.

Required Skills and Qualifications:

- Industry Knowledge:
 - Deep understanding of construction materials and industry trends.
- Customer Relationship Building:
 - Strong interpersonal skills to build and maintain client trust.
- Negotiation Skills:
 - Proficient in negotiating prices and closing deals effectively.
- Adaptability:
 - Flexibility to adapt to market changes and customer demands.
- Efficiency Through Technology:
 - Utilizes technology tools to streamline communication and sales tracking and enhance efficiency.
- Outside Sales Experience
 - Applicants must have at least three years of experience in industrial sales outside.

UBS Industries offers a competitive compensation package and a vibrant work environment that encourages professional growth and development. Suppose you are excited about joining a progressive company that values technology-driven solutions and a positive team culture. In that case, we encourage you to apply for this exciting opportunity.

To apply, please submit your updated resume and a cover letter detailing your relevant experience and passion for working in a technology-driven purchasing environment. We look forward to hearing from you soon!