

Your next career opportunity awaits you in Timmins, Ontario!

Whether you are a new grad, looking to return to your hometown of Timmins or looking for a career change, this may be the role for you.

Our team is growing, and we have an exciting full-time opportunity available for a **Sales Development Professional**.

The role is located at 1034 Power Ave, Timmins, ON, P4R 3Y7. The salary is competitive with a comprehensive benefits package and profit sharing bonus structure.

About Us

For over 115 years, EMCO Timmins has been the most trusted supplier of quality, sustainable and innovative plumbing, heating and industrial products for contractors, institutions, and the mining industry in Northern Ontario.

Our small but talented team of professionals have been the key to our success for becoming the top plumbing wholesaler in Timmins. We are a high-performing, team that support each other on a daily basis to ensure we provide **total customer satisfaction...always!**

What's in it for YOU?

- The opportunity to be paired with a great mentor and receive on-the-job training
- Growth potential with competitive salary, benefits, and profit sharing
- A career with a solid, stable company with strong core values
- Participation in our Defined Contribution Pension Plan
- Wellness and Employee and Family Assistance Programs
- Work-life balance
- Employee discount
- The ability to take part in fun team building events

Your Role and Responsibilities

As an Sales Development Professional, you will progress through three phases to learn every aspect of our business from shipping and receiving to sales, operations, purchasing, account management and everything in between. This is a development opportunity where you will learn hands-on and receive the guidance, mentoring, and support you need to be successful in your career. After you complete the phases of learning, you will be an Inside Sales Account Manager, a leader within our business who will help drive sales. You will be the main point of contact for our key accounts and will help set the priorities and strategic direction of the business.

Phases of Learning:

Phase 1 – Warehouse Logistics and Administration – Learn the products we sell, how they get from the vendor to the customer and understand all levels of sales support. You will handle all aspects of paperwork including shipping feedback, cash sale transactions, banking and report reconciliation and vendor payables issues.

Phase 2 – Counter Sales and Operations – Get involved in our customer service, counter sales, order management, inventory and pricing controls, credit management, financial statements, and much more...

Phase 3 – Inside Sales/Account Management – Go from helping customers with various product and service issues to managing large-scale projects while building customer and vendor relationships.

What We Are Looking for From You:

- University degree or college diploma
- Ability to multitask while maintaining an attention to detail
- Positive attitude and results oriented mindset
- Desire to continuously learn and grow
- Excellent customer service and organizational skills
- Possess a strong work ethic and a high standard of integrity
- Ability to work well independently and in a team setting
- Excellent communication skills with the ability to build and maintain strong working relationships with customers, vendors, and teammates

Next Steps:

Interested in a career with EMCO Timmins? We'd love to hear from you!

Please submit your cover letter and resume by email to: **mmorris@emcoltd.com**

EMCO is an equal opportunity employer and is committed to maintaining a discrimination, harassment and barrier free workplace where all employees can contribute to their fullest potential. EMCO is committed to diversity, equity and inclusion in our workplaces. All employment decisions are based on business needs, job requirements and individual qualifications, without regard to race, colour, creed, place of origin, sex, sexual orientation, gender, gender identity, gender expression, religion, family or parental status, or any other characteristic protected by the law. We welcome applications from all minority group members, women, Aboriginal persons, persons with disabilities, members of sexual minority groups, neurodiversity, and others who may contribute to the further diversification of ideas.