

## **Parts Sales Professional (Outside Sales)**

Western Star & Freightliner Trucks of Grande Prairie is owned and operated by Western Star Trucks (North) Ltd. a family owned and operated company since 1987. We are a leading supplier of specialty trucks for the oilfield, mining, construction and logging industries. Western Star recognizes the importance of keeping their customer's trucks working and operating efficiently. Our goal is to decrease downtime and minimize costs without compromising quality workmanship.

Western Star Trucks (North) Ltd. believes in hiring and retaining the best by offering a positive open work environment, Paid Industry Training, Competitive Compensation, Full Benefits including RRSP Matching.

### **Position Summary**

The Parts Outside Sales Representative is responsible for maximizing profit through building and maintaining strong relationships with new and existing customers. Acting as the public relations liaison for the dealership this position ensures optimal customer experiences, maximizing sales through relationships, and growing the company's customer base through active solicitation.

#### *Customer Service*

- Determine customers changing needs and promote products that meet those needs.
- Drive outside sales through soliciting existing commercial accounts and new businesses to obtain maximum sales and growth.
- Exceptional management of customer relationships.

#### *Experience and Education Required*

- Proven ability to build and manage a customer base within a sales territory
- Proven sales track record managing and growing B2B business sales
- Previous knowledge and experience in the heavy duty truck and trailer industry preferred
- Exceptional communication and organizational skills
- Outstanding focus on customers always going the extra mile to meet and exceed their expectations
- Driven to succeed both professionally and personally with a thirst for knowledge and growth
- Strong value system based on integrity, honesty, and hard work
- Minimum 5 years business to business outside sales experience
- High energy and enthusiasm with a positive, friendly, outgoing personality
- Fundamental computer skills including word and excel, Database management, and tablet use.
- Valid class 5 driver's license and clean driving record