

Job Interview**Fastenal**

FASTENAL Canada



Sales Associate Job Posting

OVERVIEW:

Working as Full-time Sales Associate, you will be responsible for the day-to-day customer service and business-to-business (B2B) sales activities supporting the ongoing development of existing and prospective customers. You will communicate the value of inventory management solutions in order to maintain a book of business while leveraging new opportunities. This position may offer a flexible schedule after a period of onboarding, training, and meeting performance goals.

RESPONSIBILITIES:

The responsibilities of this position will present opportunities to learn something new every day. Duties include, but are not limited to:

- o Supporting B2B sales and customer service activities
- o Providing value to customer through a consultative sales approach
- o Developing new and growing existing relationships from leads, referrals and prospecting
- o Performing local sales calls driving a company vehicle to customer sites
- o Coordinating resources to respond to customer service needs

REQUIRED POSITION QUALIFICATIONS:

The following skills and qualifications are required for this position:

- o Possess a current full G valid driver's license issued in the country where the job is located (including successful completion of any applicable graduated license program for your state or province) as well as the ability to meet our driving record requirements to use a company vehicle, as needed
- o 18 years of age or older, due to the nature of work
- o Possess or are working towards a degree in Business, Sales, Marketing, Supply Chain, Operations, Management or related field of study OR have customer service or industry related work experience
- o Excellent written and oral communication skills
- o Proficient computer skills
- o Exhibit strong aptitude for sales and a desire to sell
- o Highly motivated, self directed and customer service oriented
- o Demonstrate strong math aptitude, attention to detail and sense of urgency
- o Demonstrate strong organization, planning and prioritizing abilities
- o Exhibit strong problem solving, deductive reasoning and decision making skills
- o Demonstrate our core values of ambition, innovation, integrity and teamwork
- o Lift, slide, carry and lower packages that typically weigh 25lbs-50lbs and may weigh up to 100lbs
- o Pass the required drug screen (applicable in the US, Puerto Rico and Guam ONLY)



**TRAINING & DEVELOPMENT:**

Our mission within Fastenal's School of Business is to collaboratively maximize the potential of each employee by consistently providing efficient, effective, and engaging learning opportunities to drive improved work performance. The experience includes on-the-job, online, instructor led classroom and virtual trainings which will equip you with the knowledge, skills and strategies to be successful in your role and grow with the company.

ABOUT US:

Since 1967 Fastenal has grown as a distributor of industrial and construction supplies from a single branch to a Fortune 500 company with over 3,000 servicing locations, each providing tailored local inventory and personal service for our customers. As we've expanded across the world, we've retained a core belief in people and their ability to accomplish remarkable things - if given the opportunity. From this philosophy stems an entrepreneurial culture that challenges every employee to run their own business, create their own success, and advance to become company leaders.

As a growth company with a solid financial position, we are committed to training, promoting from within, and creating opportunities for our employees. If you have an entrepreneurial spirit and are looking to make your mark as part of an elite growth company, you won't find a better fit than Fastenal.

FULL-TIME BENEFITS:

Fastenal offers a competitive benefits package to all full-time employees. This package includes Health, Life, Long Term Disability, and Dental Insurance, in addition to, paid vacation, sick leave, holidays, and RRSP with an employer contribution.

Please submit your resume and cover letter by 11 p.m. Friday November 3rd to:

Lillian.Tepera@GeorgianCollege.ca with OCMC Job Interview as the subject line.

