

ARCHITECTURE & DESIGN SPECIFICATION MANAGER

**The masculine generic is used in this text only to simplify the form and facilitate reading.*

WHAT WE ARE LOOKING FOR? AN AMBASSADOR FOR BEAULIEU CANADA!

And someone strongly committed to expanding our presence with architects and designers in Toronto and GTA region.

Our dream? Finding someone who loves human interaction, is passionate about design and trends, is a great salesperson and skilled negotiator, but above all, someone who has a knack for finding potential clients and turning them into allies. A future floor covering enthusiast who will not rest until all commercial projects in his area bear the *Beaulieu Canada* seal.

Someone who will rise to the challenge and work with the existing team to establish our company as the Canadian company of choice in the industry.

WHAT WE OFFER

- » A permanent, full-time position;
- » A base salary plus commissions;
- » A lovely showroom in the Old Port of Montreal;
- » Social benefits;
- » 3 weeks vacation after one year;
- » A pension plan;
- » A schedule adapted to the needs of the clients;
- » A cell phone;
- » A brand-new iPad;
- » Continuing education;
- » Video conferences.

THE PERFECT JOB

DEVELOP BUSINESS RELATIONSHIPS

- » Increase our market share and sales volume;
- » Promote the company's product offering;
- » Identify new sales opportunities;
- » Maintain and enhance existing partnerships;
- » Make presentations and organize lunch-and-learn sessions;
- » Conduct competitive monitoring;
- » Manage specifications from start to finish.



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BUT ALSO:

- » Collaborate with the marketing team and develop strategies;
- » Maintain samples placed with clients;
- » Interact regularly with the sales team;
- » Follow up on projects via the CRM;
- » Keep current with new products and market trends;
- » Analyze customer needs;
- » Be available to meet clients in person.

THE PERFECT CANDIDATE

- » Is an excellent communicator both orally and in writing;
- » Has at least 2 to 3 years experience in a similar position;
- » Knows the floor covering business (or is a quick learner);
- » Excels in negotiation and closing of sales;
- » Has an excellent work ethic;
- » Is resourceful and shows initiative;
- » Demonstrates versatility and a go-getter attitude;
- » Enjoys working in a team environment.

HOW

By applying via our social media, our email address, our website, or by mail.

Beaulieu Canada
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