Pattison Sign Group
Powering Your Brand

JOB OPPORTUNITY

Pattison Sign Group is a highly successful, North American company growing organically and through ongoing acquisitions. It is one of the world's largest sign and physical branding element companies, with three manufacturing facilities, six sales offices and over 700 employees across North America.

The company is dedicated to absolute customer satisfaction and ultimate quality in its products and services. It is ISO certified to ensure Total Quality in its products and services. The culture of the company is focused on performance and accountability and supports employee empowerment and development.

The company operates independently within The Jim Pattison Group, headquartered in Vancouver and comprised of over 565 locations worldwide. The Jim Pattison Group is broadly based across the automotive, media, packaging, food sales and distribution, magazine distribution, entertainment, export and financial industries. With sales of over $12.7 billion in 2020 and more than 51,000 employees, the Jim Pattison Group is the second largest private company in Canada.

We are currently seeking to hire a ***Sales Executive*** for our Canadian operations.

OVERVIEW

This entrepreneurial business-development role provides a unique opportunity to sell a premium brand across the market segment and to drive and manage the business to business sales process. The Sales Executive (SE) will build an extensive client base through personal initiative, excellent interpersonal skills using a consultative selling approach.

New business development is the core focus of the SE's role, which entails creating the opportunity, strategy and execution to penetrate the marketplace.

We are looking for a proactive, self-driven, committed, resilient and competitive salesperson to drive our sales. The role requires excellent communication skills, numerical astuteness, negotiation and relationship-building skills. The ideal candidate would demonstrate an independent personality, with quick decision-making ability and a positive attitude. The position requires approximately 50% out of town travel (sales meetings, customer/prospect visits, trade shows, and PSG offices/facilities)

KEY RESPONSIBILITIES:

New Business Development (Includes Customer Onboarding Process)

- Identifies new markets and business opportunities (by increasing sales and profitability) that support PSG's vision, value proposition and overall company objectives.
- Creates a business development strategy to establish a consistent pipeline of new sophisticated buyers, while leading enhancements in customer loyalty of existing portfolio with support from assigned support team.

- New business development will be managed by the forecast and budgeting process. This includes developing a focused selling plan that includes networking, broadening business awareness and contact, and anticipating and pursuing opportunities.
- Ability to lead contract reviews, closing sale, appropriate sign offs and hand off to support team once business is secured.
- Ability to understand and negotiate through finance and leasing details within proposals.
- Plans and prioritizes personal sales activities for new prospects or existing customers using a high level of discipline and organizational ability through our CRM platform
- Planning, preparing and delivering customer/prospect sales presentations with ability to create a call for action which includes communicating next steps in the process.

QUALIFICATIONS and COMPETENCIES

Experience in business to business sales with experience in signage, facility branding or similar industries preferred.
Bachelors' degree is preferred.
Key competencies essential for the role include:

- Relationship management
- Strategic leadership
- Customer insight & knowledge management
- Negotiation Skills
- Problem solving & decision-making skills
- Communication skills
- Business & financial acumen

KEY PERFORMANCE MEASUREMENTS

The performance of the Sales Executive will be measured by:

- Demonstrated ability in meeting sales goals and objectives
- Effective teamwork
- Customer satisfaction and retention

To apply, please send your resume to hr@pattisonsign.com on/before **May 21, 2021**: