Are you looking to launch a career in business? Are you intelligent, enthusiastic and hungry for career success? Our Sandale Utility Products Profit Centre has an immediate opening for an energetic, results driven team player in a **Sales Development Trainee** position.

We're looking to invest in someone just like you. *Our expectations are high, but the rewards are worth it!*

Sandale Utility Products (a division of EMCO Corporation) is Canada's largest distributors of High Density Polyethylene (HDPE) products for the construction industry. Sandale Utility Products offers HDPE products & fusion services to the water, sewer, gas, power, telecom, landfill, industrial, and mining markets. Sandale Utility Products strives to satisfy the needs of its customers with a focused product assortment, transported and sold through an extensive network of locations across Canada. Find us on the web at http://www.sandale.ca

Our goal is to hire an entry level individual with high sales and entrepreneurial potential and develop them in a hands-on program.

Our **Sales Development Program** teaches new hires with little-to-no industry experience every aspect of the business. You'll spend your first 18 months in the Profit Center learning exactly how the business operates – from shipping and receiving, counter sales, to operations management. Then you'll get to know our customers, spending your next two and a half years learning inside sales and outside sales.

What we offer:

- A world-class sales leadership development program
- Great mentors and on-the-job training
- Growth potential with competitive salary, benefits, and profit sharing
- A career with a solid, stable company with strong core values

Duties and Responsibilities:

Phase 1 – Fusion Technician – Learn the principles, theory and proper steps of HDPE fusion and become a technician in the field to get the full understanding of why HDPE pipe is different than other pipe materials and how it is so important to our business.

Phase 2 – Warehouse Logistics – Learn the products we sell and how they get from the vendor to the customer and understand the role of sales support.

Phase 3 – Operations – Get involved in our customer service, counter sales, order management, inventory and pricing controls, credit management, financial statements, and more…

Phase 4 – Inside Sales/Project Management – Assisting customers with various customer service issues in addition to managing utility, municipal, mining & industrial projects.

Phase 5 – Outside Sales/Account Management – Learn how to find new business opportunities, sell our products, negotiate contracts, and build customer and vendor relationships.

Job Requirements:

- Recent graduate with a Canadian University Education
- Positive attitude and results oriented mindset
- Work well in and support a team based environment
- Work well with minimal supervision
- Excellent customer service, interpersonal, organizational and communication skills
- Proficient with computers and the internet
- Valid Driver's license with clean abstract

Those interested in applying for a position should forward their resume with cover letter to srashid@sandale.ca