

Join Our Team!

Wilson's Business Solutions is the premier office solutions provider in Northwestern Ontario and Northern Manitoba. For over 80 years we have been providing complete sales and service support for print document systems, office products, office furniture and computer products with physical locations in Dryden, Kenora, Flin Flon, Fort Frances, Sioux Lookout, Red Lake, Thompson, and Thunder Bay.

ACCOUNT REPRESENTATIVE

We are currently looking for an energetic and organized individual to join our existing sales team in **Thunder Bay** to serve our customers located within the City and surrounding areas, marketing our award winning office furniture and office equipment solutions.

Key Responsibilities:

- Generate new business relationships
- Maintain relationships with existing customers/clients
- Grow relationships with prospective clients/customers
- Conduct presentations (Introductory meetings, proposals, product and layout recommendations, reports)
- Consistently look for new opportunities through creative prospecting
- Promote a positive experience for customers and colleagues throughout the entire sales process

People who enjoy this career:

- Have integrity, persistence, and drive
- Genuinely enjoy people, and have a proven track record of positive long-term connections and partnerships
- Have strong organizational and communication skills
- Demonstrate business acumen and creative problem solving abilities
- Like variety and managing their own schedules
- Enjoy learning about new technology and products
- Are energized by the challenge of making cold calls

Candidates must hold a valid driver's license. Sales and account experience is an asset. Must reside in or be willing to relocate to the Thunder Bay area.



workplace
education
healthcare

We offer our Team Members:

- Guaranteed salary plus commission, spiffs, and incentives
- A supportive professional team environment
- Product training and backend administrative support
- A customer base to maintain and grow
- Disability insurance
- Employee assistance program
- Extended health care
- Life insurance
- RRSP matching program
- Health Benefits
- Store discount
- Vision care
- Use of company vehicle for work

Applicants should submit a cover letter and resume by Friday April 12th, 2024 to: careers@wilson.ca

Wilson's encourages candidates from diverse groups to apply. We are committed to fostering an environment that is inclusive, barrier free, and accessible and welcome applications from all qualified candidates. If at any point throughout the hiring process you require accommodation, please notify us and we will work with you to meet your needs.

We thank all candidates for applying, however, only those selected for an interview will be contacted. Applications will be accepted until April 12th, 2024 and interviewing will commence as applications are received. Final selection may occur prior to application deadline.

