



PROFILE OF INNOVATION

Job Description:

Title: Field Representative (South Shore / Montérégie)

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Position Description:

Reporting to the Regional Manager Eastern Canada, the Quebec Field Representative is responsible for providing support, product knowledge, and presentations to Schluter clients within their designated territory. With extraordinary interpersonal and time management skills, the Field Representative acts as a liaison between the field and the office, acquires information from existing Authorized Schluter Dealers (ASDs) within the province that further support the success of the program, and increase the sales of Schluter products by supporting various field activities in the province.

Primary Responsibilities:

- Evaluate and analyze the following:
 - Determine the commonly promoted Schluter products within the ASDs.
 - Identify correct key contact.
 - Evaluate product access.
 - Assess ASD web locator status (stocking or non-stocking).
 - Assess on-hand inventory.
 - Evaluate access to Internet, computers, etc.
- Feedback:
 - Query ASD on product improvement, new product ideas.
 - Query ASD about ideas for effective marketing tools and evaluate effectiveness of existing tools.
 - Evaluate placement of tools and replenishment, etc.
 - ASD website.
- Inform and Educate:
 - Educate and provide tips on how to sell Schluter products.
 - How to order.
 - Understand and use marketing tools and ASD kit.
 - Explain and understand our Pricelist and Catalogue.





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- Must be able to assist TMs with workshops held within the region and other territory-related activities
- Understand the market and the Company's philosophy for the purpose of developing and implementing sales and marketing strategies
- Maintain, effectively manage, and provide storage for Company samples, literature and promotional materials
- Complete special projects as directed by Schluter management

Represent Schluter Systems (Canada) Inc. in a positive, professional and enthusiastic manner in all matters

Qualifications and competencies

- High school diploma or equivalent degree
- 7 to 10 years of experience in a related position
- Perfectly bilingual, oral, and written
- Excellent verbal and written communication skills
- Ability to work autonomously
- Empathetic to others' views and needs
- Effectively deliver on goals and deadlines for department
- Exceptional organizational skills
- Comfortable with travelling up to 80% of the time to accommodate customer needs and expectations
- Able to drive a company vehicle & pass a driving record background check

About Schluter Systems Canada

Schluter®-Systems is a family-owned and internationally renowned company that has been rapidly growing over the last 10 years. The Schluter brand is backed by a team of people working together to create a line of innovative products that provide solutions to the tile industry. We're looking to build our team with individuals who like to think BIG, and want to be part of what makes our products--extraordinary. We are a company that treats its employees, suppliers, and customers as long-term partners. Where success is built on a win-win philosophy and everyone should benefit.

"Profit is not the goal of the business. Profit is the consequence of a job well done"..... Werner Schluter, Founder

Are you interested in a truly unique and special company? Hear from our employees on what it means to be part of the Schluter family: <http://www.schluter.com/careers> . Then if you're ready to see life in Orange, talk to us about this career opportunity at Schluter®-Systems.

