

## **Counter Sales - Saskatoon**

### **What we are looking for:**

Aquifer Distribution Ltd. is looking to add a Counter Sales staff member to our growing team in Saskatoon! The ideal candidate for this role is a customer focused individual with a strong work ethic and a sales-oriented background. Knowledge of pumps, water treatment and waterworks is essential for the role. Knowledge of plumbing and HVAC is an asset.

### **Who we are:**

Aquifer Distribution Ltd. is a retail and wholesale plumbing, water treatment, water systems, municipal waterworks, pumps, and HVAC distributor. Our mission is to provide the highest level of personal customer service to our customers while being the most complete one-stop company in our market. Our group of companies was founded in 1968, and we are proud to be an independent Saskatchewan founded, owned and operated company focused on our customers, staff, and community.

### **What you can expect from the job:**

- Work hours from 8:00 AM – 5:00 PM Monday – Friday. Occasional overtime work and Saturday scheduling will be required.
- Placing in-person or phoned-in customer orders, retrieving products and arranging for shipping if required.
- Submit quotes or RFP responses to potential customers where possible.
- Making sales calls or contacting assigned customers on a regular schedule and completing reporting as required. Some travel may be required.
- Communicate, investigate and troubleshoot customer service issues with management as they come up in a timely and professional manner.
- Assisting/backing up the warehouse and picking orders as required.
- Completing required paperwork and reporting.
- Talking with customers and providing a high level of customer service.
- Work collaboratively with the rest of the sales team, covering responsibilities and customers, working together to achieve revenue and margin targets and to grow and expand the business.

### **What is required:**

- Minimum grade 12 graduate.
- Knowledge of pumps, water treatment and waterworks is essential for the role.
- Knowledge of plumbing and HVAC is an asset.
- Basic computer skills required.
- Valid drivers license required.
- Must be a high energy individual – will be required to be on your feet for most of the day, some heavy lifting will also be necessary.
- Sales experience preferred.

**What you can expect from us:**

- Benefits
- Matching RRSP Plan
- Casual dress
- On-site parking
- On-site café
- Bonus programs