



Job Title: Eastern Canadian Sales Director

Location: Eastern Canadian provinces

Company: Stauf USA LLC (Cordova, TN)

About Us: Stauf USA is a leading supplier of high-quality flooring adhesive products for residential and commercial applications. With a strong commitment to innovation and customer satisfaction, we have established ourselves as a trusted partner in the flooring industry. We are seeking a dynamic and results-driven Flooring Adhesive Sales Representative to join our team in the Northeastern territory and contribute to our continued growth.

Job Description:

As a Flooring Adhesive Sales Representative, you will play a pivotal role in driving the sales of our flooring adhesive products within, but not limited to, the designated territory. You will be responsible for establishing and maintaining strong relationships with existing customers while actively seeking out new business opportunities. Your deep understanding of our products and the flooring industry will be essential in providing expert guidance to customers and ensuring their adhesive needs are met.

Key Responsibilities:

1. **Sales Growth:** Achieve and exceed sales targets by identifying and developing new business opportunities, as well as maximizing sales with existing customers.
2. **Customer Relationship Management:** Build and maintain strong, long-lasting relationships with customers by providing excellent customer service and support.
3. **Product Knowledge:** Develop a deep understanding of our flooring adhesive products, including their features, benefits, and applications, to effectively educate and advise customers.
4. **Market Research:** Stay updated on industry trends, competitor products, and market conditions to provide valuable insights and make informed sales strategies.
5. **Technical Support:** Provide technical assistance to customers, including on-site consultations and troubleshooting, to ensure the proper application of our adhesive products.
6. **Quotation and Proposal Preparation:** Prepare accurate and competitive quotations and proposals for customers, taking into account their specific requirements.
7. **Collaboration:** Collaborate closely with the marketing and product development teams to provide feedback on customer needs and preferences to help drive product improvements.
8. **Reporting:** Maintain detailed records of sales activities, customer interactions, and market feedback, and report regularly on sales progress and forecasts.
9. **Travel:** Travel within the designated territory to meet with customers, attend trade shows, and participate in industry events as required.
10. **Trade show participation:** Participate in both local trade shows and industry trade shows abroad when needed.

Qualifications:

- Bachelor's degree in Business, Marketing, or a related field (preferred).
- Proven track record of successful sales experience, preferably in the flooring industry or a related field.
- Strong knowledge of flooring adhesive products and their applications.
- Excellent communication, negotiation, and interpersonal skills.
- Self-motivated, results-oriented, and able to work independently.
- Willingness to travel within the assigned territory and as needed.
- Valid driver's license.
- Must pass a background check.

Benefits:

- Competitive base salary and commission structure.
- Comprehensive benefits package, including health, dental, and retirement plans.
- Company vehicle and Cell phone provided
- Opportunities for professional development and advancement.
- Company-provided training and resources.
- A supportive and collaborative work environment.

If you are a motivated sales professional with a passion for the flooring industry and a desire to excel in a dynamic role, we invite you to apply for the position of Eastern Canadian Regional Sales Director and join our team to contribute to our continued success in delivering high-quality adhesive solutions to our valued customers.

To apply, please submit your resume and a cover letter outlining your relevant experience and explaining why you are the ideal candidate for this role to careers@staufusa.com.