



Exhibits, Environments and More >

Seeking a Sales Person

Displayco Canada, leader in exhibit design and build, has an immediate requirement for a Sales Person in our **Edmonton** location. Displayco Canada, with 40 years of business success, is looking for a motivated and enthusiastic individual experienced with prospecting sales in the exhibit trade show industry.

The sales person is responsible for selling Displayco products and services through the achievement of opportunity-based quotas. The sales person will reach business targets using excellent sales communication skills.

Primary Responsibilities Include:

- Self-generate leads and contact prospects by cold calling, attending Edmonton business mixers, Edmonton Chamber of Commerce events and trade shows.
- Develop client relationships and grow business opportunities to achieve sales volume
- Discuss and report regularly with Director of Sales regarding project requirements or usage feedback to meet customers' expectations or make improvements in the future
- Continue to pursue in-depth market and product knowledge and acquire deeper selling and technical skills

Job Duties:

- Provide prompt and courteous customer service.
- Work with prospects to determine their requirements.
- Conduct professional, engaging sales presentations.
- Answer questions and offer suggestions to prospects based on a thorough knowledge of the product line.
- Offer additional products/services to customers related to the sale.
- Assist customers with any relevant paperwork and artwork that may be required to complete the sale.
- Work with designers as may be necessary to facilitate the sale.
- Be actively involved with the business community and associations that will effectively heighten visibility of Displayco.
- Emphasize product/service features and benefits, quote prices, discuss credit terms, and prepare sales docket forms.
- Create sales leads and initiate prospect calls.
- Establish ongoing rapport with existing and potential customers.

Skills/Education Requirements:

- 2 or more years of exhibit sales experience preferred
- Experience in trade show displays sales highly preferred
- Disciplined, self-motivated, has initiative and is creative
- Strong organizational and follow up skills, detail oriented, and written and verbal communication skills

Do you meet the requirements for this challenging role? If so, please forward your resume and detailed qualifications to laddie@displayco.ca attention: Michael Laderoute

We would like to thank all applicants for their interest; however only those candidates selected for an interview will be contacted.



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