



Working with Xerox

Our business runs on fresh ideas. Staying on the crest of digital technology demands originality, creativity, and ingenuity. That's why Xerox Agencies recruit exceptional people. We employ the kind of people whose professional and technical finesse are fuelled by their imagination. We support a workplace where inventiveness flourishes, where employees are encouraged to express their vision, their ideas, their leadership.

Position Concept:

Xerox Canada Ltd., in conjunction with our Authorized Sales Agents, is looking for Sales Agent Representatives across Montreal and Region. The Authorized Sales Agents are a strategic Marketing Channel for Xerox across Canada. The Sales Agent Representative will market the full line of Xerox products and services in a defined territory of current Xerox customers and non-customers. This position will be concerned not only with the short term sales activity within an account, but also with developing and implementing a longer term strategy to ensure Xerox will retain the account and also obtain future business.

Major Responsibilities:

- Market full line of Xerox products and services in a designated territory.
- Provide existing account coverage and development of new accounts through cold-calling and prospecting.
- Meet Xerox Canada's Customer Satisfaction goals by effectively resolving all customer issues.
- Demonstrated high energy/activity levels
- Increase market share by on-going coverage of all accounts.
- Identify, engage and coordinate necessary Xerox resources supporting the account(s).

Qualifications:

- Comm.College/University graduate (Business background preferred)
- Demonstrated organization, planning and communication skills
- Goal oriented to achieve targets through self-motivation, persistence & determination
- Demonstrated systems literacy skills (working knowledge of MS Office Applications)
- Customer driven approach
- Drive for business results and continuous learning

If you think you would like to take the challenge, don't hesitate to send us your CV at:

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