

Territory Sales Representative Kelowna, BC

Reynolds and Reynolds (Canada) Ltd. is one of the top providers of premium integrated computer solutions for automobile dealerships worldwide. In business since 1866, we continue to grow and provide cutting-edge solutions for all aspects of dealerships.

Advance your career in sales as a Territory Sales Representative with our systems sales team! Reporting to the Vice President of Sales, you will travel extensively throughout your assigned territory to maintain and expand our business relationships with automotive dealerships.

Job Responsibilities:

- Learn the Company's sales process, accounts, territories and extensive product line through a training program
- Travel to the dealerships in your assigned territory to meet with key decision makers
- Determine customer needs to recommend and sell Reynolds solutions that deliver measurable results
- Drive and achieve specific sales goals by managing the existing accounts within the assigned territory
- Develop new business through proactive prospecting and cold-calling

Benefits:

- **Extensive paid training:** Several courses at Reynolds University in Dayton, Ohio, on-the-job mentorship from experienced professionals and ongoing e-learning opportunities.
- **Immediate benefits coverage:** Medical, dental and vision.
- **Monetary recognition:** In addition to a secure base salary, earn performance-driven commission.
- **Flexibility:** Work from a home-based office, managing your own schedule and accounts within a protected territory.
- **Additional "REYwards":** Company car, iPhone, paid travel expenses, laptop, company pension plan, and corporate discounts!

Requirements:

- Minimum of a three or four-year Bachelor's degree
- 0 to 4 years of sales or customer service experience, a full Canadian driver's license, and willingness to travel.
- The ideal candidate has exceptional communication, customer relationship management, account planning and leadership skills

To Apply:

- Email your resume to Careers_Canada@reyrey.com
- Quote "**Ref. #129UNB**" – Kelowna territory includes accounts in the BC Interior, Vancouver Island, and Yukon