

### Want to be part of something special?

*Are you looking to start or further a burgeoning career as a sales representative in a healthy, purpose driven company that believes and stands by its core values? Are you or could you get passionate about fall prevention with a global pioneer and leader in this space? HealthCraft is seeking high-energy, high activity, and relentless Sales Representatives to drive new business and further the company's core values.*

**If you bring the passion and discipline, we will provide the rest.**

<b>Hiring:</b>	Outbound Sales Representative
<b>Compensation:</b>	Competitive Base Salary + Bonus, Paid HealthCraft Days, Paid Sick Days
<b>Requirements:</b>	Minimum 1 year full-time work experience. A valid passport. A valid driver's license. Post-Secondary Education, Sales experience and Bilingualism all considered assets.
<b>Office Hours:</b>	Monday to Friday 9:00 am – 5:00 pm (full time, 37.5 hours per week) Travel outside of office hours required; Sales Calls, Tradeshows
<b>Location:</b>	2790 Fenton Road (intersection of Albion Road & Leitrim Road)
<b>Employee Benefits:</b>	Medical, Dental, Life Insurance, Long Term Disability (LTD) Stable employment, company in business 25 years

#### Desired Competencies:

- Excellent communicator with high level interpersonal and presentation skills
- Have a “hunter” mentality and an understanding that a “living” is made on the phone
- Networking aptitude and organizational skills
- Dynamic, engaging personality
- Ability to work within a defined, structured sales process, “follow the script”



#### Responsibilities:

- Contact prospective customers by both telephone and email
- Market Research to develop warm leads
- Vet lead list for warm and cold leads
- Use product knowledge to showcase the solutions that HealthCraft can offer to prospects
- Upsell additional products as needs arise
- Use database, CRM, or other software to track progress with new prospects
- Report weekly sales goals and objectives to sales leadership
- Attend training to stay up to date with the specifications of new products and service offerings

To learn more about HealthCraft Products, check out our website : [healthcraftproducts.com](http://healthcraftproducts.com)  
Send email to apply: [kim@healthcraftproducts.com](mailto:kim@healthcraftproducts.com)