



EXPERIENCED OUTSIDE SALES ACCOUNT REPRESENTATIVE GREATER TORONTO AREA

Peter Anthony Designs Inc., is one of North America's leading manufacturers and supplier of Quick-Serve and Casual Dining furniture also providing interior designs, custom millwork and décor. Peter Anthony Designs Inc., is targeting strategic growth opportunities in the Greater Toronto Area for sector expansion in the Quick-Serve and Casual Dining markets as well as institutional sectors in:

Educational & Medical Facilities;

Shopping Plaza Food Courts and Entertainment Complexes.

As an Outside Sales Representative, you are our number one resource for connecting Clients to our products and services. The Outside Sales Representative is responsible for all sales activities, from prospecting through closing the sale and after sale support.

MAIN RESPONSIBILITIES:

- **Generating a profitable sales volume that parallels company objectives**
- **Updating reports on sales activity, new or pending orders**
- **Participating in industry and trade organizations to promote company image and develop new customer contacts**
- **Establish annual sales and expense budget**
- **Developing a competent knowledge of all company products and services**
- **Developing new customer base by promoting company products and services**
- **Providing customer credit information for new and existing accounts**
- **Maintaining Receivables within company guidelines and assisting with customer accounts resolution**

QUALIFICATIONS:

- **Proven sales track record including prospecting, preferably in the food service industry or commercial construction**
- **Experience in manufacturing and/or contracting sales working with Independent Owners, Franchisees and General Contractors**
- **Ability to read Architectural drawings and conduct site verification measurements**

REMUNERATION:

- **Competitive base salary plus commissions**
- **Full benefits plan including medical/dental coverage**
- **Travel expenses reimbursed**

Please email your resume to: kal.seehra@peteranthonydesigns.com

Visit our website: www.peteranthonydesigns.com

