



JOB DESCRIPTION

Sales Coordinator

Incumbent:	TBD	Department:	Sales
Reports to:	Benoit Tanguay	Title:	Director, Sales
Location:	Guelph	Review Date:	

Job Profile:

We are looking for a detail-oriented sales coordinator to contribute to the achievement of sales targets by providing support to the field sales team, coordinating sales activities, and maintaining good customer relationships.

The successful candidate will become the point of reference for colleagues and customers alike, by keeping schedules and providing feedback, documentation, and industry-related information.

Primary Responsibilities:

- Coordinate sales team by managing schedules, filing important documents, and communicating relevant information.
- Ensure the adequacy and accuracy of sales-related equipment or materials.
- Respond to customer inquiries and give after-sales support when requested.
- Store and sort financial and non-financial data in electronic form and present reports.
- Handle the processing of all orders with accuracy and timeliness.
- Provide status updates on projects to clients.
- Monitor the team's progress and propose new ideas and sales tactics.
- Collaborate with other departments in the preparation and organization of sales materials or events.
- Ensure adherence to laws and policies.
- Handling urgent calls, emails, and messages when sales representatives are unavailable, answering customer queries, and arranging delivery dates.
- Handling orders by phone, email, or mail, and checking that orders have the correct prices, discounts, and product numbers.
- Inputting orders, ensuring they are processed according to customer requirements, and ensuring all orders are accurate and delivered on time.
- Collaborating with other departments to ensure sales, queries, and deliveries are handled efficiently.
- Developing and maintaining filing systems to maintain sales records, prepare reports, and provide financial information to the finance department.

Required Skills and Attributes:

- Good team development and leadership skills.
- Computer literacy (MS Office).
- Proficiency in English.
- Well-organized and responsible with an aptitude in problem-solving.
- Excellent verbal and written communication, sales, and customer service skills.
- The ability to multitask, work in a fast-paced environment, and meet deadlines.
- Current knowledge of industry trends and regulations will be considered a plus.



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Education Requirements & Qualifications:

- Proven experience in sales; experience as a sales coordinator or in other administrative positions will be considered a plus.

Working Environment:

- Open office high traffic environment with appropriate facilities.
- Workstations are equipped with a desk, chair, filing cabinet, integrated office phone, and computer.
- Normal office hours of operation 8:00 am – 4:30 pm with a 30-minute unpaid lunch break.
- Staff lunchroom facilities located on 2nd floor.
- Physical activities will consist of prolonged periods of sitting, periodic filing, inter-office walking, occasional site visits and meeting room attendance.
- Occasional overtime may be required.

Concast is an equal opportunity employer, and we are committed to establishing a qualified and diverse workforce. We are committed to accommodating applicants with disabilities throughout the recruitment and selection process, in accordance with the *Accessibility for Ontarians with Disabilities Act (AODA)*. Should you require a disability related accommodation to participate in our recruitment process, please contact Human Resources. Any information received relating to accommodation will be addressed confidentially.

Applications from qualified candidates and/or questions, comments or related feedback from employees should be sent to Human Resources - HR@concastpipe.com