RYERSON

Inside Sales Representative – Winnipeg, MB

The Ryerson difference:

Ryerson is one of the largest metal distributors in the industry. We offer an extensive product portfolio, state-of-the-art fabrication and processing capabilities, and a network of service centers throughout North America and beyond. Our customers can count on us to get the metals they need, when they need them, at a competitive price.

Your career at Ryerson will offer meaningful work, competitive rewards and an engaging workplace. We provide extensive training, development and professional advancement, and you will find meaningful opportunities to contribute to the success of the company. Our success has come from providing superior service through highly motivated people. At Ryerson, you will have a job that has IMPACT. www.ryerson.com

The Opportunity:

We are currently seeking an energetic, full time **Inside Sales Representative** based in our **Winnipeg location**. The purpose of this position is inside sales, including quotations and any follow up of all commodities Ryerson Canada provides through various communication methods and networking. An Inside Sales Representative adds value by daily contact with our customers including quotations, expediting orders to ensure on time delivery to the customer, entering sales orders, looking after all material needs and assisting the customer with their technical needs by utilizing the resources Ryerson Canada has available.

Key Responsibilities:

- Increases customer base by developing potential customers and contacts through cold calls
- Meets or exceeds sales dollar margins and sales targets on a monthly basis
- Ensures all inquiries are quoted accurately and in a timely manner to meet customer needs and satisfy company objectives
- Maximizes productivity and accuracy by ensuring that sales orders are precise so that materials are processed according to customer expectations
- Follows up on all orders and quotations to secure repeat business
- Continually upgrades skills and personal growth by participating in training and development programs
- Develops and maintains both inter-departmental and inter–branch relationships

Skills and Qualifications:

- Diploma or Degree in Marketing and/or Business
- 1 – 2 years of experience in Inside Sales with Metals industry knowledge
- Customer service focused with exceptional communication skills, both written and verbal and able to think on the spot
- Strong organizational, interpersonal and analytical skills
- Highly motivated with an ability to work independently as well as in a team environment
- Comfortable with Microsoft software applications and mainframe systems
- SAP knowledge an asset

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We appreciate all applications; however only those candidates selected for an interview will be contacted directly.

Ryerson Canada is an Equal Opportunity Employer. We are committed to representing the diverse communities we serve. That's why we encourage applications from visible minorities, aboriginal people, women, and people with disabilities. Accommodations are available on request for candidates taking part in all aspects of the selection process.

Interested candidates whose background and qualifications match our requirements are invited to forward their resume in confidence to:

Human Resources
E-mail: canadahr@ryerson.com
Confidential fax: 416-622-8602