

# Job offer

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## Sales Representative Central & East Ontario

Direct sales – Drive for results – Dedicated to outdoor recreation

### Background :

Imagineo: innovators in playground and urban development.

Imagineo (formerly known as Formes et Jeux) was founded in 1991 by Mr. Paul-Émile Beaudry. Since then, the company has grown steadily throughout the years and has become a leader in the playground and urban development industries.

In 2004, Imagineo also launched the Atmosphère brand name in order to promote all of its urban furniture products, such as seats for cinemas, theatres and arenas, as well as telescopic tiers.

Today's management team is comprised of physical educators, industrial designers and qualified administrators. They are supported daily by thirty or so employees working on all levels: understanding your needs, offering you appropriate solutions, carrying out your projects in the field and making sure of your utmost satisfaction.

To this day we have successfully completed more than 3500 projects in Quebec and Canada. With each new project entrusted to us, we are happy to have the opportunity to reaffirm our strongest belief: play is a child's fundamental right.

We represent significant branded lines in the outdoor playground industries such as : Kompan, Corocord, Playrite and BigToys.

### The Role

Reporting to the President, Sales Representatives will be responsible for aggressively executing the sales strategy within their assigned territory. (Covering Central & East Ontario)

Specific responsibilities for this Key role will include:

- Direct selling via Sales Excellence Concept to industry targets, especially landscape architects, Park and Recreation administrations, non-profit and religious groups, communities, public and private schools and cities, towns and municipalities.
- Promote positive relations with customers, internal and external partners, and industry organizations.

## **Candidate Profile**

The ideal candidate has experience from working in a fast paced business environment that is commodity driven, and/or comes from a consumer products industry (FMCG) with a high turnover of inventory.

You are accustomed to being on the road interacting with both direct decision makers and key stakeholders, and enjoy prospecting and selling to achieve quantifiable goals. To fully become an ambassador of our strong brands, we also think it's important that you have a basic passion for outdoor recreation, wanting to improve schools and communities or having a basic health and wellness interest.

We will demand that the right candidate is a business savvy and driven sales maker who has an entrepreneurial mindset. You enjoy planning, achieving results and creating a pipeline for continued sales growth.

It will be important to understand how a small to medium size company works and how it influences sales initiatives with large customers and density of competition. The candidates should have well developed formal selling skills and experience driving sales development within an activity based Customer Relationship Management (CRM) sales platform.

Experience selling across a broad array of customers including municipalities/local governments, school districts, higher education institutes, etc.

More importantly, this person must thrive in a structured environment with focus on measurable daily "new business" selling activities. Willingness to travel and engage prospective customers across their territory is essential.

## **Qualifications:**

- 4-5 years of experience of direct selling
- Being decisive in nature and self driven - prepared to make decisions and taking risks that are supported by facts/data.
- Demonstrate being a high energy committed individual willing to put in the time required to meet or exceed expectations.
- Be a self starter with a passion for winning.
- Undergraduate degree is desirable.
- Available to travel from Toronto to Ottawa
- Ability to present in front of a public and/or large groups

## **Conditions :**

Imagineo offers a very competitive compensation package including salary, bonus incentives, vehicle allowance, additional compensatory benefits, three weeks vacation and a cellular phone and laptop.

The combined salary and bonus incentive affords the right candidate an opportunity to earn six figures annually. Experience and skill set will be evaluated when determining the base salary level.

Send us your resume in confidence by email to Paul-Émile Beaudry, President:  
[pebeaudry@imagineo.ca](mailto:pebeaudry@imagineo.ca).

Interviews will be in Toronto.