



# STEINER SEARCH GROUP

EXECUTIVE MANAGEMENT SEARCH

## **Strategic Sales Development Program - Brandon, MB**

*Are you an upbeat, reliable individual seeking a full-time Monday to Friday opportunity that presents a career path with a vibrant, progressive organization? Are you looking for a company to grow with and be recognized for your contribution and hard work? Our client is looking to invest in highly talented teammates. Their expectations are high, but the rewards are worth it!*

### **The Company**

Emco has been in business since 1906 and continues to grow in the Construction Industry. They are a customer centric company valuing your feedback and skills. Being an equal opportunity employer, they look for talented individuals who will enable them to continue growing in the fast-paced competitive plumbing segment. They consider those who have strong core values, ambition and who can apply critical thinking.

### **The Position**

The Strategic Sales Development Program teaches new team mates with little-to-no industry knowledge all aspects of the business. You'll spend your time in the Profit Center learning exactly how the business operates – from shipping and receiving, counter sales to operations management.

### **What this role teaches you:**

Warehouse Logistics – Learn the products they sell and how they get from the vendor to the customer and understand the role of sales support.

Operations – Get involved in customer service, counter sales, order management, inventory and pricing controls, credit management, financial statements, and more...

Inside Sales/Quotations – Helping customers with various service issues, understanding the market segments to provide competitive quotes to your customers.

Outside Sales/Account Management – Learn how to find new business opportunities, sell the products, negotiate contracts, and build strong, long term customer and vendor relationships.

**Job Requirements:**

- Post-Secondary Education required
- Ability to work well in a team based environment with a minimum of supervision
- Highly organized with an attention to detail
- Possess strong communication, customer service and organization skills
- Valid driver's license with clean abstract

**What EMCO Corporation Offers You:**

- A world-class sales leadership development program
- Great mentors and on-the-job training
- Personal growth potential
- A career with a solid, stable company with strong core values
- Competitive base salary,
- Profit sharing
- Full benefits and pension package
- A commitment to internal promotion

Please visit <http://emcoltd.com> for further information.

If this position is of interest to you, please submit your resume in confidence to:  
**Wanda Steiner, President, Steiner Search Group** at [wanda@steinersearchgroup.com](mailto:wanda@steinersearchgroup.com).  
For a confidential discussion, please call Wanda at 204-287-8102.