



# BROWNING HARVEY LTD.

## **CAREER OPPORTUNITY – INSIDE SALES REPRESENTATIVE**

### **THE COMPANY**

Browning Harvey Ltd. is a locally owned and operated bottler of Pepsi Cola Products in Newfoundland and Labrador and is a recognized local market leader in the brand name Liquid Refreshment Beverage Category in this province.

### **EMPLOYEE OFFERINGS**

When becoming an employee with A. Harvey Group of Companies some of the employee offerings you will be eligible for are the following:

- Defined Contributions pension plan
- Robust Benefits plan through Blue Cross
- 12 Paid personal leave days per calendar year
- Corporate Wellness Policy
- Statutory and other provincial holidays totaling 15 paid days per calendar year
- Internal Short Term sick leave program
- Education reimbursement policy
- Paid vacation starting at 3 weeks

### **THE ROLE – INSIDE SALES REPRESENTATIVE – ST. JOHN'S FACILITY**

Browning Harvey Ltd. has a full time, permanent opportunity for the position of Inside Sales Representative located in our office in St. John's, NL.

The Inside Sales Representative will assist in the on-going development, implementation and processing of a professional selling function that executes routine selling and order protocols to a range of accounts throughout Newfoundland and Labrador, while simultaneously achieving sales volume and market share objectives.

This position requires the successful candidate to:

- Complete/process on-line or in person call schedule in a timely and efficient manner;
- Complete daily orders as per company policy;
- Promote Browning Harvey Ltd. products in the assigned account portfolios;
- Ensure all customers are serviced and corresponding files are maintained;
- Identify, sell-in, execute and maintain business development opportunities with customers;
- Identify/Expand upon business growth opportunities and offerings in existing accounts;
- Maintain positive customer relations with all accounts;
- Achieving sales targets that are set monthly and;
- Effectively manage time to maximize business results.

The successful candidate will also be required to:

- Complete all daily, weekly and period order processing;
- Will be able to analyze and understand volume results, volume targets and opportunities;

- Be able to execute a Fact-Based Selling approach and;
- Ensure Inside Sales System executes sales processing to support overall Sales Strategy.

## **THE CANDIDATE**

The ideal candidate will possess:

- Post-secondary education in business; supplemented by practical business experience or some combination of both;
- Proficiency in utilizing various computer applications;
- Past sales experience would be an asset;
- Superior oral, written, interpersonal and communication skills;
- Highly developed Data Entry skills;
- Excellent customer service skills;
- Strong organizational and time management skills;
- Strong problem-solving, critical thinking and decision-making skills;
- Ability to work independently and in a team environment;
- Comfortable with repetitive tasks;
- Ability to provide professional and courteous service in any scenario;
- Strong attention to detail;
- Ability to understand and work with diverse groups of people and clients;
- Teamwork skills that support a team-based operation and;
- Ability to work with minimum supervision.

The ideal candidate will be:

- Results-focused;
- Able to work in a multitask environment;
- Capable to work with minimum supervision;
- Capable to work effectively under stressful situations;
- Able to work as a member of the Browning Harvey Sales team;
- Able to provide professional and courteous service in any scenario and;
- Able to understand and work with diverse groups of people and clients.

If you are interested in this position, please apply by February 10<sup>th</sup>, 2025 to:

**Browning Harvey Ltd.**  
**Attn: Human Resources**  
**Telephone: (709) 726-8000**  
**humanresources@aharvey.nf.ca**  
**<https://www.browningharvey.nf.ca>**

Browning Harvey Ltd. is an equal Opportunity Employer; however, only those selected for an interview will be contacted.