



Sales Representative

At Twilight, we combine unique artistry and technical know-how to create spectacular, awe-inspiring spaces for our clients. We are solution providers. Our goal is to make sure our partners have a space and experience they never imagined was possible.

For over 30 years, Twilight has been on the leading edge of research and development of new and innovative ways to bring your vision to life. Operating out of Bolton, Ontario, Twilight offers a dynamic and fun environment that inspires creativity. Our people are the backbone of everything we do and our most important resource. Signage is everywhere and so are the opportunities.

We have an immediate opening for a sales representative. The ideal candidate is a confident and creative problem solver that loves a challenge and has a natural “hunting” instinct building new relationships and finding new opportunities. We have a strong and active sales pipeline and a process to support your growth and success. You understand the importance of building a relationship is trust. We maintain a high standard of business integrity and loyalty from our clients.

Your responsibilities include the following and probably a few more:

- Build and manage your own sales funnel and pipeline
- Attend sales calls, networking meetings, industry events — anything that will lead to contacts and opportunities.
- Develop contact and sales strategies to help meet our work mix goals
- Aggressively prospect for new customers and follow leads proactively
- Develop unique sales proposals & negotiate deals with C+ Executives/Decision makers
- Drive project briefs and kick off meetings on sold projects
- Elevate your industry knowledge by staying on top of the latest technological trends through research and attending trade shows
- Maintain sales activities in CRM
- Manage and drive RFP responses
- Support the use of KPIs / scorecard
- Build partnerships that will lead to sales opportunities

REQUIREMENTS:

- 3-5+ years' experience in B2B sales is required
- Understanding and strong support of the use of a CRM (we use Pipedrive)
- Ambitious and results oriented – someone who sets big goals and hits them
- Experience in consultative vs. transactional selling in a technical field
- Experience selling services such as store branding/creative, engineering and installation/repairs as well as custom/manufactured products
- Excellent written and verbal communication/presentation skills



Benefits:

- Competitive salary including attractive variable compensation plan
- Group health benefits
- Employee and family assistance program
- Hybrid work environment

People who do well at Twilight are confident, accountable and motivated to learn and grow. We like team members who aren't afraid to ask questions, are friendly and positive, and who approach everything with an "everything is possible" mindset.

We thank all applicants in advance for their interest, however only applicants selected to be interviewed, will be contacted.