



Position Title: Sales Development Program

Rate of Pay:	TBD	Employment Type:	Full-Time
Job Location:	BRANTFORD/HAMILTON	Hours of Work:	8:00 AM - 5:00 PM
Application Deadline:	28-Feb-12	Start Date:	Negotiable

Company Name: McKeough Supply Div. of Emco

Street Address:	360 Elgin Street Brantford, Ontario N3S 7P6	Phone:	519-753-3187
Web Site:		Fax #:	519-753-8374
		E-Mail:	tede@mckeoughsupply.com

General Description of Duties:

Are you interested in a CAREER – not just a job?

Are you intelligent, enthusiastic and hungry for career success? Our goal is to hire entry-level people with high sales and entrepreneurial potential, creating a long-term sales and customer relationship.

You will be expected to work hard, develop and grow in order to fully understand our business and team focus through a three to five years rigorous hands-on training program. In return, McKeough Supply will provide you with a competitive compensation package (including a salary, benefits and profit sharing potential), on-the-job training, and the opportunity to advance into a local sales leadership role.

McKeough Supply is a division of Emco Corporation that specializes in the technically challenging heating, ventilation and air conditioning distribution channel. Emco Corporation is one of Canada's leading national distributors of building products for the residential, commercial and industrial construction markets. Emco is a leader in each of its businesses, with opportunities for tremendous growth. At the same time, Emco continues to strive to develop new methods and efficiently serve its growing customer base.

Our Sales Development Program teaches candidates with little-to-no industry experience every aspect of the business. Candidates typically spend their first year in a Profit Center learning shipping and receiving, counter sales, and operations management. They will spend their next two and a half years learning inside sales and outside sales.

Throughout the program your on-the-job experience is supplemented with coaching by experienced mentors, customer visits and a variety of training courses. Upon successful completion from the program the trainee will be promoted (but not limited) to the Outside Account Manager position at their local Profit Centre location.

Skills and Experience Required:

- What we are looking for:
- Self-motivated
 - Results-driven
 - Entrepreneurial spirited
 - Independent
 - Ambitious
 - Creative
 - Customer service oriented

How To Apply

Email cover letter and resume to tede@mckeoughsupply.com or fax to 519-753-8374

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