

Inside Sales Position

Garneau helps outfit hundreds of teams and clubs from Nike to Disney. We'd love to grow this business with you. Our company culture builds teamwork and community by creating a workplace that values inclusivity, enthusiasm, and collaboration. If this sounds like something you'd like to be part of, we'd love to hear from you.

About the Company

Louis Garneau was founded in 1983 by Olympic cyclist, Louis Garneau. In 35 years, innovation, passion and the promotion of cycling have defined our every action, giving life to breakthrough products and, more importantly, initiatives fueled by a strong desire to bring people together.

YOUR ROLE ON THE TEAM

- Engaging with existing and new customers by recommending products, preparing quotes, and converting them into sales contracts.
- Forming relationships with clients by analyzing customer needs and formulating buying strategies.
- Monitoring, tracking, and overseeing the development of order fulfillment from start to delivery, and beyond.
- Growing the Garneau market share in assigned territories by contacting prospective new customers.
- Supporting outside sales representatives in reaching territory goals.

WHAT WE ARE LOOKING FOR

- Proven track record of successful sales experience
- Someone with drive and ambition
- Tenacity to handle rejection and continue on with a positive attitude when reaching out to the next potential client.
- Proven communication skills
- Ability to multi-task and work in a fast-paced environment
- Able to manage your own workflow to meet deadlines
- Excellent organization, attention to detail, accuracy, and follow-through
- A desire to succeed and become a vital part of a team long-term

At Garneau, we value our employees and consider them family. We appreciate the balance of work and life. We have a full benefit package including health & dental insurance, paid time off, paid holidays, employee discounts, kid's corner, on-site recreation and wellness offerings, and much more. If you are looking to become part of a team, and to have opportunities to advance in your profession, please apply.

E-mail, mail or drop off a resume and cover letter to the following:

Louis Garneau USA Inc. ~ 3916 US Route 5 ~ Derby, VT 05829 ~ humanresources@louisgarneau.us

