

CATSPORTS

DISTRIBUTION • SPORTS • RECREATION



Catsports is looking for a new sales representative for **British Columbia**

WHY CHOOSE **CATSPORTS**?

Since 1984, Catsports is a Canadian importer and distributor of a wide range of sports and leisure equipment for the institutional and the retail market. Over the years, Catsports has become a Canadian leader in the distribution of sports and recreational equipment, working tirelessly directly with over 250 suppliers worldwide to offer our customers quality sports and recreational equipment at highly competitive prices, great margins and delivered quickly anywhere in Canada.



DISCOVER OUR **BRANDS**



MIKASA

Mikasa Sports has created and perfected the most important part of sport: the ball. Mikasa's reputation is second to none in volleyball! Mikasa has since applied the same passion and expertise to several other sports.

[Visit Website](#)



scaup

AQUA • SPORTS

Scaup Aqua Sports is a new Canadian brand of swimming pool and diving products aimed at the recreational or professional clientele. Whether for use at the pool or the sea, during competitions or on family trips, Scaup products are suitable for all types of activities.

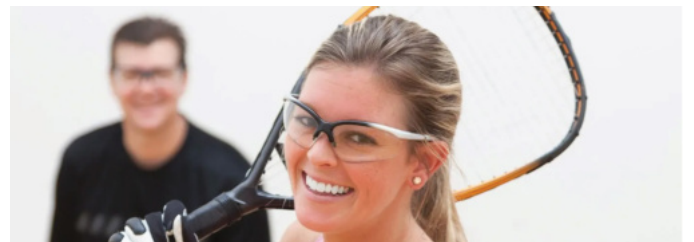
[Visit Website](#)



EXEL

EXEL specializes in complete Floorball equipment. EXEL is known for pioneering the innovation of floorball equipment, which has made the sport so popular today. Many hockey players use floorball sticks to practice their stickhandling. Some NHL goalies credit floorball with improving their agility and reaction time.

[Visit Website](#)



GoingOne

Going One offers a complete range of sports equipment of all kinds such as game balls, protective glasses, racquets, fitness equipments and much more. Whether for seasoned athlete or newcomers, Going One offers quality products that are suitable for all levels of athletes.

[Visit Website](#)



OUR MISSION

To facilitate the purchase of sports and recreational equipment by offering an exceptional experience at every level of the organization.



OUR VISION

To become the largest sports and recreational equipment distributor in Canada, while remaining a living environment that enables everyone to achieve, progress and grow.



OUR VALUES

Our values are the backbone of our company. They influence and direct every one of our daily actions and business decisions.

- RESPECT** — Helping to create a positive climate
- ASSISTANCE** — Helping each other move forward
- IMPUTABILITY** — Being part of the solution
- COMMITMENT** — Give your all

YOUR NEW CHALLENGE

Reporting to the Sales Director, the sales representative leverages their industry expertise and experience to influence and maximize the sales and develop new business opportunities in their given territory in British Columbia.

YOUR RESPONSIBILITIES

- Establish and foster customer relationships for our brands
- Prospect and develop new accounts and sales opportunities to develop and grow sales in your given territory, integrating our brands with your existing brands portfolio
- Develop and implement a strategic approach to achieve growth and sales objectives
- Ensure a high level of sales and after-sales services
- Collaborate with the marketing team to develop marketing initiatives and then put it into practice with your customers
- Represent the Catsports' brands at the different regional tradeshow and events
- Question our current methods and constantly seek to improve processes

OUR IDEAL CANDIDATE

- Minimum 3 years' experience as an independent sales representative position
- Good communication and negotiation skills, always looking for solutions!
- Media technology savvy
- Ability to travel to customers within the territory
- Strong team spirit and business acumen
- Customer service oriented



THIS JOB IS **FOR YOU?**



Submit your application to

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