



Position: Heavy-Duty Truck Sales Rep

Location: Fredericton, NB

Territory: Fredericton and North Western New Brunswick

How to Apply: [Online Here](#)

Lounsbury Heavy-Duty Truck Centre in Fredericton is looking for a **Sales Representative** to work in the Fredericton Area and the North Western part of New Brunswick.

We are seeking someone with a passion for sales and everything Trucks. We value individuals who take pride in their work, show initiative, are driven to be successful and enjoy being a part of a dynamic team.

A background in the trucking industry and or heavy-duty equipment is a definite asset.

RESPONSIBILITIES:

Your main responsibility will be selling **Volvo** and **Mack** trucks. You will work with management on marketing and promotion strategies to attract new and existing customers.

This is an excellent opportunity for an individual who has been working in the truck industry and would like to transition to a sales role. We are looking for someone with strong negotiating skills and who is easily able to talk about the specifications of a heavy-duty truck.

QUALIFICATIONS:

- Previous experience in the heavy-duty truck industry is an asset.
- Post-secondary education in college or university is an asset.
- Must have a valid driver's license.
- A passion for building and maintaining relationships.
- Strong negotiating skills
- Ability to do sales presentations and conduct follow-up calls/meetings.
- Has excellent communication skills in speaking, reading, and writing.
- Bilingualism an asset, but not necessary

WHY WORK WITH US

The Lounsbury Group of Companies is committed to investing in our employees through training programs and a great work environment, plus:

- Competitive Wages
- Group Benefit Plan including health, dental, vision, life insurance, short-term disability and long-term disability
- Employee discounts on cars and furniture
- Career growth and continuous development
- Respectful and cohesive working environment with strong company values

If you would like to know more about our 140+ year organization visit us at www.lounsburys.com