

# RYERSON

## Inside Sales Representative – Richmond, BC

### The Ryerson difference:

Ryerson is one of the largest metal distributors in the industry. We offer an extensive product portfolio, state-of-the-art fabrication and processing capabilities, and a network of service centers throughout North America and beyond. Our customers can count on us to get the metals they need, when they need them, at a competitive price.

Your career at Ryerson will offer meaningful work, competitive rewards and an engaging workplace. We provide extensive training, development and professional advancement, and you will find meaningful opportunities to contribute to the success of the company. Our success has come from providing superior service through highly motivated people. At Ryerson, you will have a job that has IMPACT. [www.ryerson.com](http://www.ryerson.com)

### The Opportunity:

We are currently seeking an energetic, full time **Inside Sales Representative** based in our **Richmond, BC location**. The purpose of this position is inside sales, including quotations and any follow up of all commodities Ryerson Canada provides through various communication methods and networking. An Inside Sales Representative adds value by daily contact with our customers including quotations, expediting orders to ensure on time delivery to the customer, entering sales orders, looking after all material needs and assisting the customer with their technical needs by utilizing the resources Ryerson Canada has available.

### Key Responsibilities:

- Interacts daily with a large customer base on contractual and transactional business.
- Maximizes the opportunity to build relationships with previously assigned or new customers through response to request for quotations, material needs, technical inquiries, and product solutions with the goal of winning business and maximizing profitability.
- Manages full cycle customer orders from creation through delivery, including communicating and resolving any deviations from what has been agreed upon.
- Utilizes Ryerson internal supply chain in conjunction with our external supply chain vendors.
- Acts as a functional expert in fabrication to support the inside sales team and outside territory managers.
- Proactively markets Ryerson as a preferred supply chain partner for fabricated “value added” services to current and potential customers, emphasizing quality and service performance.
- Establishes and maintains strong relationships with internal and external partners, including but not limited to account managers, credit center, inventory managers and an extensive vendor network.
- Understands and effectively incorporates Ryerson’s business goals and concepts to achieve sales and profitability.

### Skills and Qualifications:

- Post-secondary education, preferably in business or marketing
- 3 – 5 years of sales experience, preferably in the metals industry
- Customer service focused with strong interpersonal and communication skills
- Proficient in Microsoft applications; SAP Systems experience a plus; strong math skills
- Self-motivated, competitive and strategic thinker
- Detail oriented, strong organizational and multi-tasking abilities
- Effective team player and able to excel independently

# RYERSON

Interested candidates whose background and qualifications match our requirements are invited to forward their resume in confidence to:

Human Resources

**E-mail:** [canadah@ryerson.com](mailto:canadah@ryerson.com)

**Fax:** 416-622-8602

We appreciate all applications; however only those candidates selected for an interview will be contacted directly.

Ryerson Canada is an Equal Opportunity Employer. We are committed to representing the diverse communities we serve. That's why we encourage applications from visible minorities, aboriginal people, women, and people with disabilities. Accommodations are available on request for candidates taking part in all aspects of the selection process.