

Field Marketing Representative – Kognitive Sales Solutions

Kognitive Sales Solutions, in partnership with Canadian Tire, is on the lookout for highly motivated, sales-driven individuals who can spark excitement and foster connections with consumers in-store. As a Field Marketing Representative, your primary role will be to educate customers and drive sales of Financial Products on behalf of one of Canada's most trusted and iconic brands.

Kognitive Core Values:

- **Trust & Respect:**
 - Foster an environment built on trust and mutual respect, promoting open communication and collaboration.
- **Commitment to Excellence:**
 - Demonstrate a dedication to achieving high standards and continuous improvement in processes and practices.
- **Growth Minded:**
 - Embrace a mindset that values learning, development, and adaptability to drive personal and organizational growth.
- **Solution Oriented:**
 - Approach challenges with a proactive and solutions-focused mindset, identifying opportunities for improvement.
- **Dynamic & Fun:**
 - Cultivate a workplace culture that is dynamic, energetic, and enjoyable, promoting positivity and team spirit.

Responsibilities:

- Drive sales and educate customers on the features and benefits of the Canadian Tire Triangle Mastercard within the store and kiosk.
- Actively seek out and engage potential customers to promote financial products and convert inquiries into sales.
- Utilize upselling techniques to maximize sales opportunities during customer interactions.
- Enhance brand awareness and customer advocacy for our client's products through strategic promotions and events.
- Provide exceptional customer service, ensuring every customer has a memorable experience that encourages repeat business.
- Employ creative strategies to engage customers and clearly communicate the product benefits.
- Analyze customer needs and tailor product offerings to meet those needs effectively.
- Build and maintain positive working relationships with store personnel to support sales initiatives.
- Track and report sales activities and customer feedback to help refine sales strategies.
- Uphold a high level of confidentiality while handling customer information.

Why join us?

- Flexible work environment and schedule
- Fully paid training and ongoing coaching
- Competitive base plus commission
- Work for one of the most recognized marketing agencies in Canada
- Work on behalf of one of the most trusted iconic brands in Canada
- Career growth opportunities for advancement and professional development

Keys to success:

- Outgoing, personable, enjoys interacting with people
- Customer service or sales experience an asset
- Comfortable delivering key messages
- Strong listening and communication skills
- Work well independently and within a team
- Comfortable completing a criminal and credit background check
- Reliable access to a vehicle or valid driver's license is considered to be an asset.

Compensation

- Base hourly wage protection guarantee + commission

Schedule

- Permanent FT or PT opportunities
- Flexible schedule Mon-Sun between 10am-8pm

We thank all applicants for their interest, but only those selected for an interview will be contacted. Kognitive Sales Solutions is an equal opportunity employer, if you need any type of accommodation, please let us know.