



T E L A F I N A

MAXWELL FABRICS & TELAFINA  
HEAD OFFICE  
113 - 8811 LAUREL STREET  
VANCOUVER, BC V6P 3V9

TOLL FREE TEL 1 800 663 1159  
TOLL FREE FAX 1 800 663 6744  
[maxwellfabrics.com](http://maxwellfabrics.com)  
[telafina.com](http://telafina.com)

January 2020

## Sales Representative, Vancouver BC

Maxwell Fabrics is a third-generation company with a dynamic and young management team, (while at the same time also) a long history and a worldly perspective. We service the residential and commercial design community and have a special talent for anticipating design trends. Our mission is to make beautiful fabrics accessible and appreciated.

We are currently seeking a Sales Representative for BC (includes the Lower Mainland **and** Vancouver Island). The ideal candidate is a bright and driven individual that wants to grow professionally with us. You are highly motivated, possess strong interpersonal and communication skills, have a positive attitude and are self motivated. Driving is an integral part of this position as you will visit customers four out of five days a week within the region. You will have some overnight travel and can expect to spend a total of one to two weeks away for one or more nights on the Island (up to a total of one to two weeks per season).

### YOUR ROLE

You will be the face of Maxwell Fabrics in BC, interacting with hundreds of customers in your territory on a regular basis. A professional appearance and a positive service-oriented attitude is essential.

Your role will include, but is not limited to:

- Servicing existing customers and establishing new accounts
- Preparing and implementing sales strategies and action plans for cultivating new and existing relationships
- Attending networking events
- Actively using Social Media as a sales tool
- Working closely with our Showroom manager and corporate office staff

### QUALIFICATIONS

- Must live in Vancouver or Lower Mainland
- Valid Driver's License and a large enough vehicle to transport sample books (large car/SUV/Van)
- Physically strong – must be able to lift 20-30 pounds as sample books are hand delivered to customers daily
- Ability to use Excel, Word and Social Media platforms
- Excellent time management skills
- Self-motivated, ambitious and results oriented (commission-based role)
- Passion for textiles, colour and design

# Maxwell

# T E L A f I N A

MAXWELL FABRICS & TELAFINA  
HEAD OFFICE  
113 - 8811 LAUREL STREET  
VANCOUVER, BC V6P 3V9

TOLL FREE TEL 1 800 663 1159  
TOLL FREE FAX 1 800 663 6744  
[maxwellfabrics.com](http://maxwellfabrics.com)  
[telafina.com](http://telafina.com)

- Excellent communication skills, both written and verbal
- A people person who can interact with customers in a friendly and professional manner in person, through email, text and phone
- Ability to generate and qualify new leads
- Ability to clearly present product and associated knowledge provided
- Excellent English language skills

Interested individuals can submit their resumes for consideration to;

Michael Boyd

*Vice President - Canadian Sales*

[mike@maxwellfabrics.com](mailto:mike@maxwellfabrics.com)