**Summer Student - Sales Representative**

**Location: Ontario, Nova Scotia, British Columbia, Quebec, Alberta & Manitoba**

**Schedule: Monday-Friday/Saturday, averaging approximately 48 hours/weekly**

**Job Type: Seasonal, Contract Term (May, 2023 - August, 2023)**

**Job Overview:**

Vantage Canada is looking for our next TOP performer.

As a Sales Representative, you’ll receive in-person training daily and be expected to learn and compete within a team environment. Students have the opportunity to live in one of Canada's most beautiful cities (Toronto, Montreal, Vancouver, Calgary, Halifax) in fully furnished housing paid for by Vantage Canada. The daily routine of a Sales Representative consists of a morning meeting followed by 6-8 hours of prospecting and closing residential service agreements for Insight Pest Solutions. Students are incentivized on a production basis through sales commissions as well as individual and team sales competitions. Our program will give you the opportunity to perfect a sales presentation, live with like-minded individuals, and be paid what you’re worth.

Instead of filling your resume with meaningless words like ‘synergy’, you’ll be able to provide future employers with concrete performance numbers that set you apart from the crowd. As such, we look for ambitious and extremely motivated individuals who are not just looking to pass the summer by, but rather seek to maximize their earnings and gain valuable and transferable business skills.

In this position, you will be performing thousands of sales presentations to a very diverse group of people, furthering your skill set by instilling a new level of confidence and ability to sell to people of all ages and backgrounds.

Nervous doing presentations in class? You won't be after a summer with Vantage!

If you are truly interested in setting yourself apart both in skills and earnings, all while being part of a competitive team environment, then this could be the perfect opportunity for you.

**The PERFECT person for our program is the person who:**

* Is adventurous and either has done some traveling or wishes to
* Comes from a competitive background i.e. sports/dance, etc.
* Is extrinsically motivated and hardworking
* Has outstanding people skills, is out-going and is well-liked by peers. Is motivated by money and/or by competition.

**Daily Responsibilities:**

Sales representatives will be tasked with canvassing neighbourhoods across

Canada and giving 75-100 sales pitches per day. Each morning, the sales team will meet to discuss advanced sales techniques and communication strategies.

**Expected Compensation:**

Although this is a commission-only sales contractor position, applicants can expect to earn between $15,000 - $25,000 CAD in a 3-month period based on our company’s historical averages. It should be noted that this position’s compensation is uncapped, and is entirely proportional to the amount of sales the contractor makes.

**Work Week Expectations (Hours):**

Since this is a contractor position, the sales rep will have the authority to set their own hours and schedule. However, it is highly encouraged for each sales rep to attend daily sales meetings and work 6 days a week. The compensation listed above is based on a 6 day work week with each day consisting of approximately 1hr of training and 6-8hrs of selling (total ~48hrs per week is encouraged). There is no restriction on the amount of hours a sales rep wishes to work in a week.