Sales Executive for Junior Accounts in Canada

Posted by United Legwear Company LLC

Posting Date : 27-Feb-2026

Closing Date : 26-Aug-2026

Location : Toronto

Salary : $$70,000-$85000 Per Year

Job Requirements

- **Education**: Diploma
- **Language**: English
- **Years of Experience**: 1 year
- **Vacancy**: 1
- **Job Type**: Full Time
- **Job ID**: DISJ2147364

Job Description:

Detailed job description
About Us

Oneness. Fidelity. Development. Donation. It is what motivates United Legwear & Apparel Co. to be the top designer, producer, and distributor of clothing, accessories, bodywear, and legwear worldwide. Established in 1998 by Isaac E. Ash with the goal of creating the greatest legwear available, ULAC is a market leader with a wide selection of items for infants, children, teenagers, and adults. We make an effort to provide our goods at costs that are reasonable for families. ULAC is now a multinational clothing and accessory brand thanks to its diligent effort and yearly exponential development.
Our staff comprises committed experts that collaborate to make the firm the finest in its industry, enabling us to produce exceptional goods that guarantee superior client pleasure. Our logistics, distribution, and manufacturing business creates the greatest goods at the most competitive costs without sacrificing quality. Compliance, quality control, and fulfilling every delivery date—whether shipping domestically or internationally—are of utmost importance, as integrity of products is crucial.
We work to create a welcoming workplace atmosphere that is committed to achieving our goal. We are devoted to our people, encouraging their growth and capacity for greatness. We think that everyone benefits from success, growth, and upward mobility when employees give their all at work every day. Every person has two hands, in our opinion: one for helping others and one for helping themselves. We take great satisfaction in our dedication to helping those in need and our value of philanthropy. ULAC funds groups that assist those harmed by illness, poverty, natural disasters, socioeconomic disparity, and other calamitous situations.
We want to talk to you if you share our aim of providing exceptional goods in a culture of development, excellence, and compassion!
To learn more about United Legwear & Apparel Co., go to: https://ulac.com/ The responsibilities of the leadership team

We at ULAC are seeking individuals who are committed to building a cooperative culture of ongoing development. At ULAC, it is the duty of every team member to provide a secure and encouraging workplace so that everyone may perform to the best of their abilities. The following are examples of leadership characteristics that embody ULAC's purpose and values: Charity, Unity, Loyalty, and Achievement:

Lead proactively by anticipating issues, resolving them early, maintaining curiosity, and motivating team members to concentrate on finding answers and achieving excellence.
Encourage innovation via the discovery and use of better strategies.
Give frequent and constructive performance reviews: Consistently acknowledge excellent work, identify areas for improvement, and support further growth.
Start the Structure: Establish definite, difficult team goals, convey them clearly, and make well-organized strategies that complement business goals.
Reach Goals: Make choices that benefit people and processes by using data from reports, guiding team members consistently, and creating and carrying out successful plans.
Create and preserve a positive, trustworthy, and creative work environment to cultivate a positive culture.
Effective Communication: Encourage candid dialogue, actively listen, and support cooperation and dispute resolution.
Encouragement, respect, and setting a good example are ways to inspire and motivate others. Motivate groups to do their best.
Train and Develop Others: Take on the role of mentor and coach, concentrate on imparting information, improving abilities, and encouraging high performance.
Summary of the Job

Sock and underwear wholesale client accounts are developed and supported by the Junior Sales Account Executive. This position integrates customer relationship management, mid-level account development, and sales administration, and it works closely with the CSR team, the Office GM, and the Director of Sales.

Essential Responsibilities, such as but not limited to:

Assistance for Wholesale Accounts

Get sales materials and samples ready for client meetings.
Help oversee a portfolio of wholesale client accounts, including independent sales agents, distributors, and retailers.
Establish and maintain a good rapport with purchasers and important connections as needed.
Assist top sales professionals with client interactions, account planning, and follow-ups.
Sales and Order Processing

Keep an eye on recurring orders and seasonal sales.
Growth & Development of Sales

Find ways to expand the main product line, increase reorders, and expand the variety.
Help present new sock and underwear collections to current clients.
Support for Product, Range, and Price

Keep track of pricing lists, discounts, and trade terms unique to each consumer.
Help with wholesale catalogs, line sheets, and seasonal range releases.
Make sure that all product information, including fabrications, dimensions, and packaging, is correct and understandable.
Keep your showroom brand setups up to date by making sure your pricing list and active catalogs are current.
Carry out any additional tasks as delegated to support the operations and demands of the business.
Qualifications & Experience:

Three to five years of work experience is required, preferably in the fashion business for hosiery and accessories.
Experience with Walmart is necessary. Supplier One/Item 360 and Retail Link are recommended.
Exposure to the retail or clothing industries is advantageous.
Although not necessary, relevant business or sales experience is advantageous.
confidence and excellent communication abilities while dealing with corporate clients.
Good focus on details, especially when it comes to price and large purchases.
capable of handling a variety of product lines and brands.
trustworthy, systematic, and process-oriented.
able to adjust to change, task urgency, and multitasking.
aggressive, well-organized, and ready to learn account management and sales.
capable of utilizing order systems, Exenta, and spreadsheets with ease.
interest in wholesale sales, client relations, and basic clothing.
Our Offerings

We at ULAC are dedicated to promoting our workers' career development and general well-

being. Our extensive benefits package for workers located in Canada consists of:

Comprehensive Benefits Package: Employee-specific health, dental, vision, and life insurance policies are available.
Retirement Savings Plans: Possibilities to make long-term financial security contributions to pension plans or group RRSPs.
Paid Time Off: Personal days, sick days, and vacation time to promote a healthy work-life balance.
Employee wellness programs are initiatives that support mental and physical health, such as counseling services or fitness reimbursements.
Professional development includes possibilities for training, tuition reimbursement, and professional advancement.
Physical Requirements and Working Conditions: These requirements are indicative of what must be fulfilled in order to adequately carry out the fundamental duties of the role. A person with a disability may be able to accomplish the necessary tasks with reasonable accommodations. This position's duties are normally carried out in an office setting with quiet to moderate noise levels.

The person must often sit for extended periods of time, use their hands to touch, feel, or finger objects, reach with their hands and arms, and speak or hear when carrying out the responsibilities of this employment. Every now and again, the worker must stroll. Occasionally, the worker may have to stand and squat, crawl, kneel, or stoop. The worker must be able to move and/or lift up to 25 pounds. Both distant and near vision are specific vision skills needed for this job.

Employment At-Will & General Acknowledgment: This role necessitates compliance with all United Legwear & Apparel Company regulations and procedures. This job description is not a comprehensive account of all the tasks and obligations of the role; it is not a contract, and the employer may alter it at any moment, with or without prior notice. Additionally, all workers of United Legwear & Apparel Company are hired on an as-needed basis, with no set length of service, and their employment may be terminated without prior warning or reason.

Regretfully, no more staffing firms will be hired to handle this available post directly. Our Human Resources team will start the process of meeting new agency staff firms if we decide in the future to add more agency vendors to our priority list.

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