

JOB POSTING

Outside Sales Representative

Burnaby Insulation/SPI Edmonton

We have an exciting opportunity available in our newly acquired company, Burnaby Insulation/SPI. Their focus is commercial and industrial insulation within the Canadian marketplace.

Reporting to the Burnaby Insulation General Manager, the Outside Sales Representative is responsible for developing and maintaining business opportunities for the company in a predetermined trading area and is required to maintain and grow existing customer relationships while continuously identifying new opportunities. The Outside Sales Representative is expected to develop business relationships that will increase the revenue of the company and increase market share. The Outside Sales Representative will also work closely with the Inside Sales Representative who in most cases will be the primary point of contact for all orders being placed with the company. The Outside and Inside Sales Representatives should work as a team to achieve company objectives.

Responsibilities:

- Actively seek new sales opportunities in a defined trading area as established by the General Manager.
- Provide technical information and service support to existing and new customers.
- Provide assistance in resolving customer problems.
- Provide technical information to consultants, specifiers and end users.
- Recommend proper materials and or services to meet the service demands of a particular application.
- Promote the use of the company's proprietary products where appropriate.
- Follow company policy as it relates to pricing, credit approval and returns.
- Maintain an in-depth knowledge of the insulation industry and new products on the market.
- Develop and maintain strong customer relationships.
- Be aware of competitive activities and trends.
- Be informed of new products entering the market.
- Provide vacation and illness support for the inside sales team as required.
- Participate in inventory counts.
- Adhere to company policies and procedures.

Qualifications:

- A marketing degree or formal sales training is preferred.
- Sales experience in the mechanical insulation industry is an asset.
- Able to quickly learn about new products and application techniques relative to the mechanical insulation industry.
- Excellent communication skills with the ability to make presentations in a professional manner.
- Possess good computer skills, specifically with Excel, Word and Outlook software.
- Must be well organized and capable of making decisions in a fast paced environment that are in the best interests of the company and our customers.
- Must be a team player.

Superior CPD is one of the largest distributors of commercial and industrial insulation in North America and the largest distributor of specialty construction products to the walls and ceilings industry in Canada.

We offer a rewarding career for an individual having the right experience, leadership potential and a solid performance record.

We offer a competitive compensation package that includes group insurance, a retirement savings plan, a friendly/casual working environment, and free parking.

This position requires the candidate to consent to a mandatory background check and drug screening.

Please submit resume to:

Email: careers@winroc.com

To learn more about Winroc, SPI, Burnaby Insulation/SPI and Superior Plus please visit:
www.winroc.com / www.spi-co.com / www.burnabyinsulation.com and
www.superiorplus.com