

The Sales Representative is responsible for prospecting, quote submission, supply contract negotiation, customer relations, accurate reporting, attending association/customer events, and other miscellaneous functions/duties as required. The Sales Representative will manage existing customer base, grow customer portfolio through prospecting and leveraging existing relationships, achieve sales objectives and improve overall profitability. Regular customer visits are the norm.

PRIMARY RESPONSIBILITIES:

- Respond to RFPs (Request For Pricing) for CODs, Misc. Quotes, and Special Projects.
- Perform regular follow-ups on bid results, market intelligence, and workload tracking.
- Achieve volume objectives by plant and price objectives by customer segments.
- Promote “Value Added” products and services.
- Identify and solicit potential clients based on workload.
- Provide clients with relevant product information and appropriate uses as per CSA.
- Follow and implement the established Sales Processes for the division.
- Provide ongoing support to customers and dispatch by troubleshooting any issues.
- Accounting: Oversees customer accounts including interaction with AR. Review daily invoicing for accuracy.
- Interaction with concrete plant personnel.
- Ensuring quality products are being delivered on time and in spec to customers. Coordinate mix design requests with the QC Department.
- Obey and promote safety guidelines when on construction sites and at plant operations.

WORKING CONDITIONS:

Varies from office environment to customer offices and construction sites. Work will require occasional weekend and/or evenings.

EDUCATION AND EXPERIENCE:

- SAP, SharePoint, MS Office, and experience with CRM (ideally Salesforce.com)
- A university degree or college diploma in a related field
- 5+ years’ experience in sales or in an occupation related to the industry
- Ability to read and interpret structural plans and specifications.
- Completion of ready-mix concrete technology courses is considered an asset
- Bilingualism is considered an asset

TOMLINSON OFFERS:

- Competitive wages
- Bonus programs
- Employer paid health and dental benefits
- Extensive training programs and tuition reimbursement

- Retirement benefits program
- Family-oriented team environment
- Employee discounts and other rewards programs

The Tomlinson Group of Companies encourages applications from all qualified candidates. Please contact Human Resources if you need accommodation at any stage of the application process or want more information on our accommodation policies.