



A COLAS COMPANY

## Job Posting: Concrete Sales Manager

### About Us:

The Miller Group, a subsidiary of Colas Canada, is a Canadian leader in the construction and maintenance of transportation infrastructure since 1917.

We provide exceptional customer service and operational support using our time-proven construction methods and innovative technologies, alongside the highest quality products and materials.

We leverage our global network to foster positive relationships that make a lasting difference in the communities where we live and work. Whether it is making your commute more efficient, keeping our communities safe, or making remote areas more accessible, at Miller we are proud to Build Greatness in everything we do.

### Qualifications:

- Sales and/or operations experience, specific concrete experience is an asset
- Excellent sales and customer service focus
- Vehicle for transportation, extensive local travel, valid drivers' license in good standing.
- Knowledgeable in Microsoft Excel, Word and Outlook.

### Day In the life:

As a Concrete Sales Manager, you will be directly responsible for concrete sales in Grey & Bruce Counties. You will work in collaboration with our operations and quality control departments to get a thorough understanding of the product line.

You will directly be responsible for maintenance of current and future client relationships. This includes but not limited to frequent customer site visits, operations site visits, industry events and other meetings. You will be tasked to track projects within the market area, identify potential opportunities and ensure follow through with pricing to these projects. You will also fill in for the Batchers when needed in their absence.

To be successful in this role, you must develop in-depth understanding of the market and what the clients' needs are. Once that's identified you will prepare detailed quotations for

customers in adherence with Miller's pricing strategies and maintain a strong customer relationship to achieve sales objectives. Throughout this process you will also coordinate with other departments like operations, quality control, and dispatch to ensure the client has an exceptional end-to-end experience with us.

**Culture:**

At Miller, we want every employee to feel connected, where creativity and innovation thrive, and your contributions make a real impact. Our supportive and inclusive atmosphere encourages open communication, ensuring every team member feels heard and valued. With a commitment to flexibility, opportunities for professional development, and a shared passion for excellence, we are more than just colleagues – we are a community dedicated to Building Greatness together.

If you are seeking a workplace that values employees, challenges you to reach new heights, and celebrates your achievements, Miller is the place for you. Build your career with us!