



Job Description

Company: CPD® Construction Products

Position: Outside Technical Sales Representative (South / Western Ontario)

Status: Full-time Department: Outside Sales

Rate: Salary Base Manager: Charles Bosworth

Outside Technical Sales Representatives are responsible for developing relationships with customers and growing accounts in their assigned territory. Promoting and selling of CPD Construction Products for concrete repair and concrete finishing through distribution, specifically in the commercial and industrial sectors.

Outside Technical Sales Representatives are vital members of the dynamic sales group here at CPD Construction Products, whose foundation is anchored on teamwork, integrity, accountability and service. This position requires exercising independent judgment to perform the responsibilities described herein and does require routine monthly travel.

This job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required by the employee.

Responsibilities:

- Routine sales travel to visit new and existing customers and attend relevant trade shows
- Identify and properly qualify new business opportunities using available resources
- Provide customer support by responding to customer inquiries and requests
- Partner with current customers to ascertain current needs and generate additional sales
- Work closely with marketing to recognize & promote sales opportunities
- Ensure that databases are current and updated with accurate customer information
- Routinely pull and reference system reports for additional sales opportunities
- Execute timely preparation of all expense reports, call reports and assigned projects
- Keep management and sales team members informed of all relevant activity

Requirements:

- Equivalent work experience in business, marketing and sales or related field of study
- Self-starter; motivated, team focused and results driven
- Strong presentation, organizational, and time management skills
- Demonstrated track record of consistently exceeding corporate goals as well as strong negotiation and closing techniques
- Outstanding verbal and written communication skills
- Proficient in the use of MS Office
- Exceptional interpersonal skills
- Strong technical skills: able to present technical concepts; provide customers with hands-on technique using our products
- Ability to travel within Canada / United States
- All candidates will be considered regardless of qualifications/experience as the most important qualifications are of personality and as such the above qualifications are only secondary.

If interested, please email your resume to Charles Bosworth at charles@cpd.ca