



Field Sales Representative, Vancouver, Canada

Description: The ideal candidate has a broad knowledge of the concrete industry and related products and services; has a thorough understanding of basic sales techniques; maintains contact with established customers; effectively communicates a thorough understanding of customer structure and key personnel; develops new prospects in assigned territory; demonstrates the ability to comprehend and meet customer expectations; and has a growing knowledge of competitive products and services.

Job Responsibilities:

- Maintain and increase sales volume with established accounts and new customers by implementing planned sales strategies, company marketing programs
- Deliver best in class customer service to a large geography, in accordance with company policy, in a mutually beneficial manner, to ensure lasting goodwill between the customer and the company
- Provide information to customers on new and current products, pricing and orders
- Remain alert to competitive products and marketing practices, and keep management informed concerning them
- Comply with all company policies, instructions, and directives for the fulfillment of company objectives and for maximizing profitable sales
- Operate in a safe manner in accordance with company policy
- Maintain up-to-date customer and territory records
- Prepare territory reports and expense reports as required and actively participate in the development of territory forecasts
- Recommend new products and the modification or deletion of present products to the line; assume leadership role in introduction of new products
- Communicate Verifi value and the connection with Ready Mix customers' business; translate to customer P&L.
- Create customer value targets on down channel value, implement targets with customers
- Influence customers and internal organization
- Train and execute behavior change at customer sites as required
- Communicate discreet product value

Skills/Capabilities

- Proactive, Customer-oriented
- Analytic mind and well organized with basic mechanical aptitude
- Technical aptitude for construction products/material sciences and their proper application
- Financial acumen and analytical skills
- Have the capability to grow and maintain accounts
- Excellent oral and written communication skills; MS Word, Excel & PowerPoint knowledge required

Required Experience

- BA/BS required plus three to five years selling value-added products in a construction related field
- Construction industry experience desirable.
- Broad knowledge of services, products and basic sales techniques

Submit your application at: <http://jobs.jobvite.com/gcpat/job/ocdN6fw2>