

CONSOLIDATED GYPSUM / ROOFING SUPPLY

Are you an enthusiastic, results-driven individual with a passion for building relationships and closing deals? Our company is seeking a dynamic **Outside Sales Representative** to join our team in **Red Deer**. As an integral part of our sales force, you will be responsible for identifying and acquiring new business opportunities, nurturing existing client relationships, and driving revenue growth. As a distributor of building supplies, our clients include general contractors, home builders, drywall, roofing and insulation contractors. If you thrive in a fast-paced, competitive environment and possess excellent communication and negotiation skills, we want to hear from you!

RESPONSIBILITIES:

- Travel within sales territory to meet prospects and customers
- Conduct calls and face-to-face meetings with customers daily
- Carry out merchandising programs as directed
- Authorize return goods in accordance with Company policy
- Handle customer complaints in accordance with Company policy
- Assist customers on sales desk as required
- Monitor the company's industry competitors, new products, and market conditions
- Assist in development of sales forecasts
- Maintain records of all sales leads and/or customer accounts in accordance with Company policy
- Recommend the addition of new products and the modification or deletion of present products
- Attend and participate in sales meetings, training programs, conventions and trade shows as directed
- Sales personnel may be asked to participate in inventory counts at the direction of the Company Controller
- Additional duties that may be assigned by the Branch Manager, Sales Manager or Director of Sales in times of special events, etc.

REQUIREMENTS:

- High School diploma

- Previous experience in a building supply environment an asset.
- Strong competitive sales background
- Excellent communication, presentation and negotiation skills
- Energy, motivation, enthusiasm, integrity and outstanding organizational time and territory management
- Must have experience developing and enhancing strong client relationships

WE OFFER:

- Base salary + Commission
- Group Benefits after waiting period
- RRSP + matching component after waiting period
- Car allowance
- Phone allowance
- Mileage reimbursement
- Employee discount
- Opportunities for professional development