



**Title:** Sales Representative

**Location:** 16 Speers Road, Winnipeg

At Star, our people make the difference. We offer an exciting place to build your career with competitive compensation and benefit packages, company matching RRSP/DPSP program, employee home purchase program and employee discounts.

### **Job Overview**

Reporting to the Branch Manager, as the **Sales Representative** you will plan and generate targeted sales within your customer portfolio, while ensuring excellent customer service to enhance customer satisfaction and loyalty.

Your day-to-day responsibilities will include:

- Planning and executing an annual sales plan, including targeting specific customers through: business reviews with current accounts, prospecting potential accounts and utilizing industry resources.
- Preparing change orders for upgrades or other changes to the original order.
- Working with the management team to review and set the terms and pricing for contracts and agreements.
- Addressing and resolving customer inquiries or concerns in an efficient manner. Presenting and recommending product options to clients based on customer preferences, needs and budgets.
- Achieving product mix, pricing and margins for assigned sales area according to agreed targets.
- Conducting site visits to comprehend building practices and product preferences, and preparing estimates accordingly.
- Assisting the Credit Department in setting up new accounts and keeping payments up to date.
- Staying current on product knowledge and competitors in the market.

As our ideal candidate, you are...

- A strong communicator; you clearly express your thoughts in conversation and in written communication.
- An active listener; you seek to understand and listen to others in a non-judgmental way.
- Mindful; you respect diversity and deal with sensitive situations using high degree of integrity.
- Excellent service oriented; you handle relations with customers, internal and external parties with tact and diplomacy.
- A creative problem solver; you think outside the box for solutions without fear of failure.

### **Essential Requirements**

- High School Diploma, or equivalent.
- Minimum of 3 years of sales experience.
- Valid driver's licence and access to a reliable vehicle.
- Satisfactory verification of criminal record check.
- Comfortable using office equipment, Microsoft Office Programs (Outlook, Word, Excel, Teams, SharePoint and PowerPoint), and CRM or ERP software (HubSpot, NewStar Sales etc.).

### **Preferred Qualifications**

- Previous experience in sales related to construction with lumber or building materials products is a strong asset.

### **What We Value**

- Creating trusting and successful working relationships.

- Setting clear, measurable and achievable goals.
- Cooperating with team members in an open, positive and respectful manner.
- Staying current with technical job skills.
- Consistently meeting customer expectation.
- Taking responsibility for the outcomes of decisions and actions.

**Work Conditions**

You primarily work in an office setting during regular business hours. Overtime may be occasionally required. Travel to site locations is occasionally required.

**About Us**

Star Building Materials is an independent, wholly owned division of Qualico. The company is a leading provider of building materials, trusses, ready to move homes, and cottage and garage packages operating under the Star Building Materials, Star Ready to Move Homes and Star Truss brands. With over 50 years of experience, Star Building Materials is committed to providing reliable and innovative products and services. To learn more, click [here](#).

*Qualico welcomes applications from people with disabilities. Accommodations are available upon request during the assessment and selection process.*

Candidates being considered will be contacted. We thank you for your interest. Join our Talent Community to stay up to date on job opportunities and to find out why we have the best reason to come to work every day.

**Closing Date:** May 24, 2024

[Apply Here](#)