



**Pembina Co-op is currently recruiting for:**

## **Commission Sales – Building Materials**

**LOCATION:** WEST District (Souris, Brandon and surrounding area)

EAST District (Oakbank, Winnipeg and surrounding area)

**TERM:** PERMANENT

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### **Who we are:**

Co-op does business differently. As a co-operative, we believe in working together to serve Western Canadians, delivering profits back to our communities and investing in sustainable growth. To learn more about who we are and how you can help bring our brand to life, visit us at [www.pembinaco-op.crs](http://www.pembinaco-op.crs).

### **What you'll do:**

Reporting to the HABS Division Manager, the successful candidate will be responsible for engaging and growing our customer base for building materials provided in the construction industry. The WEST District will cover Souris, Brandon, and surrounding area. The EAST District will cover Oakbank, Winnipeg, and surrounding area. Duties will include:

- Provide exceptional customer experience in all aspects of the sales transaction and customer interactions
- Closing sales procured through walk-ins, email, phone, chat systems, and existing relationship base
- Discovering and pursuing new sales prospects
- Growing market share of the building materials market in the applicable trading area
- Through effective needs assessments and product/service knowledge, identifies opportunities to expand the engagement of current customers to other commodities

### **Why it matters:**

Our team provides a range of products and services to support our member-owners. Through the work that we do, we help to build, fuel, feed and grow Western Canadian communities together.

Pembina Consumers Co-op (2000) Ltd – Box 5007 – St. Leon, MB – R0G 2E0

Email: [becky.switzer@pembinacoop.ca](mailto:becky.switzer@pembinacoop.ca)

WE THANK ALL CANDIDATES FOR THEIR INTEREST, HOWEVER,  
ONLY THOSE SELECTED TO CONTINUE IN THE SELECTION PROCESS WILL BE CONTACTED.

**Join our Team!**

# Career Opportunity



## Who you are:

You are looking for a career in Sales & Marketing and:

- You have 5+ years of sales experience in building materials, construction or hardware.
- You have a genuine passion for sales and the ability to pursue sales through cold calls and in-person visits.
- You're knowledgeable and familiar with lumber/building materials, hardware and home/building projects.
- You're honest and trustworthy, are results-oriented and strive to be the best in what you do.
- You have a demonstrated ability to engage customers and execute long/short term sales strategies to close a sale.
- You believe in building relationships and collaborating to deliver solutions that matter most, and you recognize the value that different perspectives bring to meet shared objectives.

This position includes a base salary with the additional incentive of commission based on sales targets.

Pembina Co-op offers a Total Rewards package which includes benefits, pension, vacation days, sick days, recognition and loyalty programs in addition to opportunities for career development. If you would like to build your future with an established company that fosters a culture of teamwork and innovation, **please apply by submitting a detailed application in confidence to Becky Switzer, Human Resource Manager no later than 4:00pm, October 6, 2024.**

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