**JOIN OUR TEAM: EXPERIENCED LUMBER SALES ASSOCIATE**

Are you a sales expert with a passion for the construction and building materials industry? Are you ready to work in a dynamic environment where your expertise and drive can make a real impact? Look no further! At **Delcan Building Materials**, we pride ourselves on offering top-tier products and outstanding service to our customers, including contractors, builders, and homeowners.

We are seeking a motivated and knowledgeable sales professional who thrives in a fast-paced setting to join our team. If you’re ready to combine your industry experience with your passion for building meaningful customer relationships, this is the opportunity for you!

**What You’ll Do**

As a key player on our team, your role will involve:

* **Relationship Building**: Develop and maintain trusted relationships with contractors, builders, and retail customers, becoming their go-to resource for building materials and project advice.
* **Customer-Focused Solutions**: Provide expert guidance on lumber, construction materials, and related products to help customers achieve their goals efficiently and cost-effectively.
* **Sales Presentations**: Deliver engaging presentations and product demonstrations, showcasing the benefits and applications of our high-quality materials.
* **Strategic Selling**: Prepare accurate and competitive quotes, negotiate pricing with clients, and close deals that satisfy customer needs while meeting sales objectives.
* **Market Awareness**: Stay informed about market trends, new products, and advancements in the construction industry to position Delcan as a leader in the field.
* **Team Collaboration**: Work closely with internal teams to ensure seamless order fulfillment, timely delivery, and exceptional customer service.

**What You’ll Bring to the Team**

We are looking for a professional who can bring:

* **Proven Track Record**: At least 3 years of successful sales experience in the lumber and building materials industry, with a strong understanding of the construction market.
* **Industry Expertise**: Solid knowledge of lumber, building materials, and their applications, allowing you to serve as a trusted advisor to customers.
* **Communication Excellence**: Strong verbal and written communication skills to connect effectively with clients and colleagues.
* **Relationship Management**: Exceptional interpersonal skills to establish trust and long-term partnerships with clients.
* **Self-Motivation**: A results-driven, entrepreneurial spirit with the ability to work independently and as part of a collaborative team.
* **Technical Skills**: Proficiency in basic computer operations, including email, Microsoft Office, and CRM or sales software.

**What We Offer**

At Delcan Building Materials, we are committed to the success and well-being of our team members. Here’s what you can expect when you join us:

* **Competitive Compensation**: Competitive renumeration matching experience and product knowledge.
* **Comprehensive Benefits**: A robust benefits package that includes dental and vision coverage for you and your family.
* **Professional Development**: Opportunities to grow your career.
* **Career Advancement**: A clear path for professional growth within our organization as we continue to expand.
* **Supportive Work Environment**: A collaborative team culture that values your input, encourages innovation, and celebrates success.

**About Us**

Delcan Building Materials is part of the **Delcan Group of Companies**, which consists of three firms that specialize in the manufacturing and sales of PVC products, as well as the wholesale and retail sales of building materials. Our manufacturing facility is in Calgary AB and our main office is in Fort Macleod, AB.

**Ready to Build a Successful Career with Us?**

If you’re excited about the opportunity to join a thriving company and make a real impact in the construction and building materials industry, we’d love to hear from you!

**How to Apply**  
Send your resume and a cover letter detailing your experience and qualifications to **jobs@delcan.ca**Please ensure your application highlights your sales achievements and industry expertise.

**Note:** Only candidates who meet the qualifications will be contacted for an interview.

Job Types: Full-time, Permanent

Benefits:

* Dental care
* On-site parking
* Paid time off
* Vision care

Flexible language requirement:

* French not required

Shift:

* Day shift

Work days:

* Monday to Friday
* Weekends as needed

Education:

* Secondary School (preferred)

Experience:

* sales: 3 years (required)
* Customer service: 3 years (required)

Work Location: In person