



Commission Sales - Building Materials

Job Category:

Sales

Type:

Full Time

Location:

EAST District - Oakbank, Winnipeg and surrounding areas

Description:

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.

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

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.

TOTAL REWARDS PACKAGE

At Pembina Co-op we offer the following as part of our total rewards package:

- a competitive base salary with the additional incentive of a commission and bonus structure based on sales targets!
- a robust benefits package
- employer matched pension plan contributions
- paid vacation and sick days
- training opportunities for career development
- and so much more!

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, People, Culture & Communications Manager no later than October 6, 2024.