



At **Plasti-Fab**, we have been providing customers with innovative expanded polystyrene (EPS) product solutions for commercial, residential, and geotechnical engineered applications throughout North America for over 45 years!

We are currently seeking a highly motivated experienced Technical Sales Representative to join our Team in south central Ontario. This position will encompass a sales territory that includes Hamilton, Niagara Peninsula, Suburban GTA and Cottage Country.

As a vital member of the Team, the Sales Representative is primarily responsible to deliver service, quality and expertise through the promotion and sale of Plasti-Fab products.

Key Elements of the Role:

- Develop and maintain excellent customer relations through regular contact and prompt reliable service, ensuring customers' need are met.
- Maintain market intelligence and information on market conditions and competitive products and pricing and share information within the company.
- Create opportunities for applications of our products through promotion to designers, architects, contractors, owners, suppliers and trade shows.
- Manage customer expectations and handle issues and complaints professionally
- Achieve and exceed annual sales goals and objectives
- Schedule orders in co-ordination with the production team
- Supports other business activities as required

Key Competencies, Experience and Abilities:

- Solid knowledge of construction material, products and applications
- Familiar with building code legislation
- Experience with design and estimating
- Experience with budgeting and forecasting
- Understanding of shipping and manufacturing logistics
- Motivation and flexibility to succeed in a competitive environment.
- Excellent interpersonal communication , problem solving and critical thinking
- Detail oriented with good organizational and time management skills
- Proficiency with Microsoft Office
- Built up roofing experience an asset
- Previous experience with AutoCAD would be an asset

What We Offer:

- A competitive salary, Employee profit sharing plan and RRSP program
- Company vehicle
- Comprehensive benefits package including extended health, dental & vision.
- Education reimbursement program
- A great team of dedicated professionals!

Please submit your cover letter, resume and salary expectations in confidence to:
humanresources@plastifab.com

We thank all applicants in advance, however, only those selected for an interview will be contacted.