



## CONTRACT SALES REPRESENTATIVE

Reporting to the Sr. Manager, Sales & Purchasing, the Contract Sales Representative will confidently nurture close relationships with their customers while developing new relationships with potential clients. Along with a polished professional aptitude and ability to easily manage customer relationships, the ideal background is one with superior customer service, influence and negotiation acumen. Experience in the building industry is preferred.

### THE HUSTLE ENVIRONMENT

- Monday to Friday, 40 hours/week.
- Occasional non-standard work hours or overtime as business requires
- Office environment
- Busy, high volume
- Travel required - <25% and of course we offer mileage reimbursement
- This position is based in Edmonton.

### HOW MUCH TIME WE WANT TO SPEND WITH YOU

Full time, permanent

### STRATEGIC FOCUS AREAS – At Trail an Contract Sales Representative is someone who:

1. Builds connections where ever business happens.
2. Industry and product trail blazer, expanding market reach with every opportunity.
3. Is a confident relationship builder, always cultivating trust and loyalty.
4. A proven product crusader bringing solutions to fruition and demonstrating their value.
5. Superior revenue generator, transforming leads into measurable success.
6. Market scout, identifying opportunities and staying ahead of trends.
7. Customer champion, ensuring satisfaction even beyond the sale.
8. Estimates/quotes prices, warranties, delivery dates and prepare sales proposals, process orders and make delivery arrangements.
9. Mitigates customer issues, concerns and provide solutions to management to improve processes or customer service based on concerns expressed by customer
10. Enhances sales staff accomplishments and competence by planning delivery of solutions; answering technical and procedural questions for less experienced team members; teaching improved processes; mentoring team members
11. Recommends changes in products, service, and policy by evaluating results and competitive developments
12. Meets with manufacturers and supplier's sales representatives to discuss and keep current on product lines.

*May perform other responsibilities as assigned*

### SKILLS THAT SEAL THE DEAL

- Bachelors' degree or post secondary education in Marketing preferred
- Minimum 5-7 years of selling experience
- Building Industry experience: min 3 years (preferred)



- Knowledge of building supplies
- Excellent spoken and written communication skills, able to confidently and effectively present proposals to customers and business policy and direction to sales staff
- Strong organizational skills with an excellent ability to work well under pressure and mitigate unexpected situations calmly and effectively
- The ability to motivate sales team members, lead by setting a positive and professional example
- Class 5 drivers' licence with clean drivers abstract
- Continuously research/educate trends related to current market conditions as it relates to pricing

### PERKS AND BENEFITS

- Competitive Health and Dental benefits from SunLife as well as Life Insurance, STD/LTD and optional RRSP contributions
- Employee discount
- Free parking
- Vacation Purchase Program – we really know how to balance work and life!
- Flexible work environment
- Amazing company culture

### WHAT OUR EMPLOYEES BRAG ABOUT

"Trail feels like more than just a workplace – it's a team where everyone genuinely supports one another. With a relaxed atmosphere, leadership that values and rewards hard work, and a real focus on work-life balance and respect, it's a place where you can feel at ease and appreciated showing up everyday"

Liam – Contract Sales Representative

**"Cake Day is Awesome"!**

Marlies – Payroll & Benefits Coordinator

**"A fun and rewarding place to develop a career"**

Gregg – Contract Sales Manager

### THE TALE OF OUR AWESOMENESS – YOUR FUTURE

Locally owned and operated since 1979, Trail Building Supplies has been in the business of making home builder's lives easier. As Alberta's leading provider of engineered wood products and systems, our people are focused on helping home builders elevate their projects to new levels.

