**Overview: Basalite Concrete Products** is one of the largest **Dry Mix and Block manufacturers in Western Canada**. With a strong reputation for quality and innovation, we are committed to delivering exceptional products and service to our customers. We are currently seeking a **motivated and results-driven Dealer/Contractor Territory Sales Representative** to join our team. This position is based in the **Interior of BC**, supporting our operations from our Surrey location.

***POSITION SUMMARY:***  Under the guidance of the Director of Sales and Marketing, this position is responsible for market development, specification-driven sales, and the promotion of Industrial Dry Mix Products, Hardscape Products, and other related products. The target customer base includes but not all inclusive: Dealers- Big Box stores independent lumber yards and landscape centers. Additionally, this role requires onsite support for contractors and installers to ensure proper product application and customer satisfaction.

***ESSENTIAL DUTIES AND RESPONSIBILITIES*** include the following. Other duties may be assigned.

1. Develop and maintain strong relationships with customers, contractors, and industry professionals.
2. Provide technical expertise and product recommendations to clients.
3. Conduct product demonstrations and training sessions as needed.
4. Identify new business opportunities and drive sales growth.
5. Work closely with the design community to influence product specifications.
6. Performs post-bid job follow-up.
7. Participates in industry trade shows to promote Basalite products.
8. Attends in-house sales meeting and contractors’ meetings.
9. Collaborate with internal teams to ensure customer satisfaction.
10. Performs required paperwork and maintain job tracking file within Salesforce
11. Develop and execute territory action plans to ensure successful results.
* Perform all other duties and responsibilities assigned from time to time by management, or its designated representative.
* Abide by all safety rules set forth by the company and governmental regulatory agencies and ensure that hazardous conditions are reported and corrected.

***QUALIFICATIONS*** To perform this job successfully, an individual must be able to perform each essential duty satisfactorily.

* High school education, post-secondary sales marketing and/or technical education preferred.
* Strong communication and interpersonal skills.
* Excellent attention to detail and ability to manage multiple accounts.
* Proficient in computer applications, including CRM software and Microsoft Office. Salesforce knowledge is an asset
* Experience in sales, construction, or a related field is an asset.
* Self-motivated with the ability to work independently.
* Valid driver’s license.

***PHYSICAL DEMANDS*** The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job.

* Standing, walking, sitting, talking/listening, reaching with hands and arms.
* Lifting up to 80 pounds.

***WORK ENVIRONMENT*** The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job.

* Office building and construction jobsites
* Moderate noise.
* Outdoor weather conditions

**The duties listed are intended only as illustrations of the various types of work that may be performed. The omission of specific statements of duties does not exclude them from the position if the work is similar, related, or a logical assignment to the position.**

***The job description does not constitute an employment agreement between the employer and employee and is subject to change by the employer as the needs of the employer and requirements of the job change.***