



Ferro Building Systems Ltd. is a Canadian owned and operated company that specializes in the supply and install of pre-engineered buildings across Canada. Our mission is to become Canada's leader in the pre-engineered metal buildings industry utilizing a highly skilled professional team dedicated to the provision of excellence in customer service. We service primarily general contractors and other construction affiliates including business owners, engineers and architects.

Ferro Building Systems is currently seeking a **Technical Sales Representative** who is committed to business excellence, motivated by earning potential and possesses an entrepreneurial attitude. As a Technical Sales Representative, your principle responsibility will be to secure supply and installation contracts with existing and new accounts using inside and outside sales strategies.

Your success will largely be determined by your ability to build relationships, willingness to learn, provide accurate and competitive quotes and successfully negotiate bid and tender opportunities within the field of pre-engineered metal buildings.

For the ideal candidate, we offer a comprehensive training and development program complemented by a competitive compensation package including a bonus structure.

#### **Duties & Responsibilities**

- Promote Ferro Building Systems' products and services to contractors, owners and other construction affiliates;
- Identify and capitalize on new business opportunities within existing account base;
- Identify, qualify and develop new leads;
- Develop new accounts using inside and outside sales strategies;
- Develop quotes, bids and proposals in a timely and efficient manner using Ferro Building's cost estimating software, policies and procedures;
- Negotiate scope of work and dollar values to secure contracts and meet sales targets.

#### **Requirements**

- 2-5 years minimum experience in B2B (Business to Business) sales with proven results;
- Experience within the construction industry or related trade;
- Technically inclined—able to understand technical applications and be conversant relative to clients' needs and requirements;
- Ability to effectively influence and negotiate;
- Strong organizational, time-management and multi-tasking skills;
- Strong interpersonal skills including the ability to communicate professionally both written and oral;
- Self-motivated with a willingness to take on responsibilities and challenges;
- Intermediate knowledge and use of Microsoft Office;
- Vehicle and willingness to travel.
- Willingness to support group synergy through the pursuit of collective company goals.

If you feel you have the skills and persona required for this position, please forward your resume and cover letter to: [employment@ferrobldings.com](mailto:employment@ferrobldings.com) Please quote competition number FERRO-002-2011.