

TECHNICAL SALES REPRESENTATIVE

Calgary, Alberta

Grace Canada, Inc., a division of W.R.Grace. is seeking a Technical Sales Representative for its Concrete Products Division in Southern Alberta. W.R.Grace is a worldwide leader in the manufacture and supply of specialty chemical admixtures for the ready-mix and pre-cast concrete industries.

Reporting to the District Manager, in Edmonton, the Technical Sales Representative would be responsible for servicing existing accounts and developing new opportunities in the Greater Calgary area and throughout Southern Alberta.

The ideal candidate would possess a strong technical background in the concrete industry or have several years of technical sales experience in the construction industry.

Key Responsibilities

- Develop and grow relationships at existing and prospective accounts.
- Maintain existing accounts by delivering exceptional customer service, analyzing customer needs and formulating solutions using resources available.
- Increase sales volumes in the assigned territory by implementing sales strategies and company marketing programs.
- Increase sales volumes by aggressively seeking new applications and opportunities for Grace products with current and prospective customers.
- Maintain up to date competitive market analysis, customer and territory records.
- Assist Management in developing territory forecasts, territory reports, market and competitive product analysis.
- Participate in industry association events and committees.
- Provide occasional support and assistance to Dispenser Technician.

Qualifications

The ideal candidate should possess the following:

- Education
 - Post Secondary Degree or Diploma in a construction related field or Business
 - 3+ years experience in the concrete or a related industry, preferably in Sales or Quality Control

Personal Skills

- Self Motivated - Ability to manage time effectively and work with minimal supervision.
- Interpersonal Skills - Ability to interact and communicate at all levels.
- Communication Skills – Possess good verbal, written and presentation skills.
- Customer service orientated
- Computer Skills – Proficient in Microsoft Word, Excel, Powerpoint and Outlook.

If you are a hard working individual with the above qualifications and desire to pursue a successful sales career with Grace, e-mail or fax your resume and cover letter to:

J.M.(John) Grabow, R.E.T.
District Manager, Canada West

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