

Technical Sale Representative - Construction

Recognized as one of Canada's Best Managed Companies, Barkman Concrete Ltd. is a leading manufacturer of precast concrete. Since 1948, Barkman has sustained growth through the contributions of our team members' commitment to customer service, quality, and innovation products.

Barkman is launching a new product line in 2019 focused in the construction industry and we are seeking a **Technical Sales Representative, Construction** to introduce and build this new market to its full potential. The territory will be between Manitoba and Saskatchewan with the role based out of our Winnipeg Sales office.

Technical Skills: This role will primarily communicate with customers in engineering firms, project management, government and construction companies. To be successful in building your customer base and producing accurate sales quotes, a degree or diploma in Engineering or CET, skills in Autocad or Solidworks, and/or extensive experience in a technical role is a requirement.

People Skills: As this is a new product line, your sales experience will assist you with cold calling, connecting with potential customers, presentations, building business relationships and seeing projects through from start to finish. Internally, you will work closely with Sales, Drafting & Technical Services, Production Planning, Product Development, Production and Shipping. Teamwork, leadership skills, collaborative problem solving and constructive communication are essential both internally and externally.

Sales Skills: The opportunity to launch a new product line should be one of the prime elements that interests you in this role. Working closely with the Sales Manager you will be responsible for building a five-year plan in how to introduce the product, creating customer connections, completing bids or quotations and attaining sales for production. Understanding the product's features, capabilities and how this product will satisfy our customer's requirements is key to you being passionate about the product's sales success.

Applicants may request a detailed job description for the Technical Sales Representative role by contacting Human Resources at the e-mail below.

At 250 employees across four provinces, Barkman takes pride in what we do. We are family owned and our culture is one of mutual respect, commitment to quality work, customer service, continuous improvement and a positive work environment. Barkman offers you group insurance, a retirement savings plan and education subsidies. Wages will be dependent on education, skills, and experience. To learn more about our company and products visit www.barkmanconcrete.com

Applicants are requested to submit their resumes by February 1, 2019 as all interviews will be scheduled for the first week of February.

Please email resumes to: hr@barkmanconcrete.com

Only those candidates selected for interviews will be contacted.