

## **Noise Barrier Product Manager**

Durisol Ltd. is a major distributor of noise barrier products within Ontario and across North America. We offer a wide variety of products including: Absorptive Noise Barriers, Crash Tested Noise Barriers, Transparent Noise Barriers, Firewalls & Retaining Walls. With the core business focused on the commercial and infrastructure sector, the industrial building applications sector is considered a new market for Durisol Ltd.

We are seeking a **Noise Barrier Product Manager** to join our team in Hamilton. This role will be responsible for engaging in new business and providing technical expertise and support to our construction project.

### **Responsibilities**

- Meet with contractors, engineers & other contacts to provide product awareness & technical information
- Identify & engage in commercial & industrial opportunities to bid
- Manage customer relationships to ensure service standards are met
- Responsible for working with estimating, quote tracking, etc.
- Understand & provide support in managing the projects in accordance with the terms and conditions of the contracts
- Actively engage the project team (i.e. drafting, engineering, procurement, production, transportation & field), customer & other notable project stakeholders
- Manage the quality & performance of the commercial and industrial noise barrier applications product by working with sales, marketing, product development, etc.
- Develop & maintain relationships with clients, vendors & other stakeholders related to the commercial & industrial noise barrier applications business
- Support the development of sales & marketing tools by working with the marketing manager
- Other duties as required

### **Qualifications**

- University or college education
- Experience with estimating, sales, inventory & other basic financial metrics
- Ability to understand & apply new concepts quickly
- Able to multi-task, prioritize & work under pressure while applying a strong attention to detail
- Effective oral & written communication skills
- Ability to engage & establish good working relationships with different people, including clients & vendors
- Working knowledge of Microsoft Office

### **What Durisol has to offer**

- Excellent work environment
- Competitive compensation package with group benefits & an RRSP program

### **Experience**

- Minimum 5-10 years in a construction sales and management role (bid & supply preferred – experience in industrial/commercial building construction or building materials is an asset)