



POSITION: SENIOR SALES & BUSINESS DEVELOPMENT REPRESENTATIVE- GTA

Durisol Ltd leads the industry, as it has, for more than 68 years. We model the highest standards of noise and retaining wall systems. We collaborate and innovate for the robust needs of the transportation, building and energy sectors across North America.

JOB DESCRIPTION

We are looking for an ambitious and energetic **Senior Sales & Business Development Representative** to help us expand our markets and clientele. You will have the dedication to create and apply an effective sales strategy at the front end of the business amongst leading sales by identifying and securing new prospects through interaction with new and existing clients. The goal is to drive sustainable financial growth using our portfolio of products, systems and solutions while forging strong relationships with clients.

TERRITORY & PRIMARY INTERACTIONS

Territory focus will be GTA, Ontario. The position requires daily interaction with the Canadian Sales Manager and extensive interaction with Canadian Sales Representatives, Project Management, Estimating, Engineering, Government Agencies, Municipalities, private owners, design consultants, and outside general & sub-contractors.

RESPONSIBILITIES

- Build market share by initiating and developing business relationships
- Gain client feedback and insights for product development
- Research and plan new growth opportunities, strategies and initiatives
- Provide design support to clients through the influence of our product and systems as a solution
- Promote product specifications with consultants through implementation at project design stage
- Review technical drawing packages (may include CAD files) and understand the project constraints and parameters based on Durisol product and system designs
- Work with internal departments to review potential design options and recommend most efficient engineered solution based on design, cost and meeting project requirements
- Request internal engineering support for preparation of design details including drawings/sketches that can be prepared for client use
- Assist clients with site meetings to review and identify noise wall/retaining wall constructability
- Execute and deliver client pricing requests (budget, firm and tender) by coordinating sales effort with team members and other departments
- Bid, negotiate scope, price and schedule to close of sale
- Achieve agreed upon sales targets and outcomes on a yearly basis
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services

- Expedite the resolution of customer problems and complaints to maximize satisfaction
- Continuously improve through feedback
- Cold call, present to and meet with acoustical engineers, consultants, contractors, owners & any other potential contacts to provide product awareness & technical information
- Research bid sites & other relevant outlets for potential opportunities while building, maintaining and tracking an active sales pipeline using a CRM database
- Monitor and respond to all business inquiries including product information requests, and provide necessary information to fulfill the request
- Collaborate with Sales and Estimating at bid stage, to present proposed designs and specifications implemented during the consultant design stage
- Drive product development initiatives with R&D department
- Lead submittal process for new products and systems, while including appropriate departments and resources to achieve approvals with various government authorities
 - Tracking and filing agreements and correspondence for submissions
- Provide Sales Manager a monthly update on upcoming projects, new business development and prospects
- Attend conferences and business functions to promote and exhibit the businesses products and services
- Host plant tours to clients
- Create PowerPoint presentations
- Schedule meetings as required, internally and externally
- Log and submit business related expenses on a monthly basis
- Support in-house engineering
- Other duties as assigned by the Sales Manager

REQUIREMENTS

- Extensive experience with sales/business development in the construction and/or building industry is an asset
 - Highly motivated and target driven with a proven track record in sales
 - Excellent selling, negotiation and communication skills
 - Territory management and prospecting skills
 - Prioritizing and time management skills
 - Ability to create and deliver presentations tailored to the audience needs
 - Experience with review and interpretation of technical contract drawing packages
 - Experience with site meetings in a construction project setting
 - Ability to work in collaboration with other personnel in various departments within the company
 - Ability to build, maintain and produce value from customer relationships
 - Ability to guide and influence growth planning, strategies and initiatives
 - Must have the ability to grasp and apply new concepts quickly
 - Ability to multi-task and work well under pressure
 - Candidates must be detail oriented, punctual, highly organized and professional
 - Customer service, problem-solving and leadership skills
 - Proficiency with Microsoft Office (Excel, Powerpoint, Word, etc.)
 - Commitment to health and safety
 - Valid driver's license and access to a reliable vehicle
 - Valid passport
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EDUCATION & EXPERIENCE

- Post graduate degree, Business or Engineering/Construction field (preferred)
- Min. 10 years experience in Construction, Business Development, Sales or related field
- 5 years of technical sales and product experience in the construction industry
- Broad technical background and knowledge, highly developed technical and negotiating skills
- Precast experience is an asset
- P. Eng. or C.E.T. designation an asset

WHAT DURISOL OFFERS

It is an exciting time to join a fast-growing organization. Help to strengthen our business portfolio, gain experience working for a successful Canadian construction brand, and work-alongside an enthusiastic team that will help and support your career aspirations.

WE OFFER

- Passionate team environment
- Career growth & opportunities from within
- Competitive compensation package with group benefits & an RRSP program
- Hybrid work program
- Continued education & professional development
- Focus on diversity, equity & inclusion
- Competitive compensation package
- Business travel & expense compensation

If you are interested in this exciting career opportunity, please submit your resume to Kim Greenland kgreenland@ekhois.com by no later than **Monday March 18, 2024**.

Durisol Ltd. is committed to meeting the accessibility needs of persons with disabilities in an effective and timely manner in accordance with the applicable standards set out in the Accessibility for Ontarians with Disabilities Act, 2005 (AODA), the provisions of the Ontario Human Rights Code, and any other applicable legislation. We foster an inclusive organizational culture as an Equal Opportunity Employer.
