



At **Plasti-Fab**, we have been providing customers with innovative expanded polystyrene (EPS) product solutions for commercial, residential, and geotechnical engineered applications throughout North America for over 50 years!

We have a new opening for a highly motivated **Technical Sales Representative** to join our Team in **Calgary, Alberta**. As a vital member of the Team, the Technical Sales Representative is primarily responsible to deliver service, quality and expertise through the promotion and sale of Plasti-Fab products.

### **Key Elements of the Role:**

1. Develop and maintain excellent customer relations through regular contact and prompt reliable service, ensuring customers' needs are met.
2. Create opportunities for applications of our products through promotion to designers, architects, contractors, owners, suppliers, and trade shows.
3. Maintain market intelligence and information on market conditions and competitive products and pricing and share information within the company.
4. Manage customer expectations and handle issues and complaints professionally.
5. Achieve and exceed annual sales goals and objectives.
6. Schedule orders in co-ordination with the production team.
7. Supports other business activities as required.
8. Provide technical support to the PFB organization.
9. Collections
10. Meet all safety requirements and regulations
11. Wear required personal protective equipment (PPE) where required.
12. Ensure a clean work environment
13. Develop a flexible approach to a team environment
14. Follow company policies and procedures

### **SKILLS & KNOWLEDGE REQUIRED:**

- Solid knowledge of construction material, products and applications
- Familiar with building code legislation
- Experience with design and estimating
- Experience with budgeting and forecasting
- Understanding of shipping and manufacturing logistics
- Motivation and flexibility to succeed in a competitive environment.
- Excellent interpersonal communication, problem solving and critical thinking
- Detail oriented with good organizational and time management skills
- Proficiency with Microsoft Office
- Commercial Flat roofing experience an asset.
- Previous experience with AutoCAD would be an asset.

### **EDUCATIONAL QUALIFICATIONS:**

- Post Secondary Education in a related field or equivalent experience

- 3-5 years sales experience
- Solid knowledge of construction material, products, and applications
- Valid Driver's License with excellent driving record.

**WHAT WE OFFER:**

- A competitive salary + bonus/commission.
- Employee profit sharing plan and RSP program.
- Company vehicle.
- Comprehensive benefits package including extended health, dental, life and disability.
- Education reimbursement program.
- A great team of dedicated professionals!

Please submit your cover letter, resume and salary expectations in confidence to:  
[humanresources@plastifab.com](mailto:humanresources@plastifab.com)

We thank all applicants in advance; however, only those selected for an interview will be contacted.

Plasti-Fab Ltd. believes that "safety is everyone's responsibility." Every employee is considered to be responsible, not just for their safety, but for the safety and health of all employees, visitors and contractors to a Plasti-Fab Ltd. site.