



Senior Architectural Sales Representative

Company Description:

Since 2002, InterCoast Building Solutions have been providing Architects, engineers and contractors with one-stop solutions to their exacting building demands with our comprehensive, complimentary and expanding line of green building envelope products. Located in Surrey, British Columbia, and covering all of Western Canada, InterCoast Building Solutions is a recognized and established leader in key construction materials and methods. InterCoast provides all the resources, expertise and education to ensure green building projects are done right and that they satisfy new codes, incorporate innovations and exceed expectations.

Our key USP is having a broad and complimentary portfolio of specialized building products and systems, concentrating on:

- Performance
- Durability
- Sustainability
- Environmental responsibility

Discover more at <http://www.intercoastbuilds.com>

Industry: Construction Products

Job Title: Senior Architectural Sales Representative with prospects for development

Experience: Mid-Senior Level

Job Function: Sales, Business Development, Strategy & Planning

Employment Type: Full-time

Job Description:

Do you know the construction industry inside and out? Are you experienced, persistent, ambitious and self-motivated? Do you have some manufacturers already in your portfolio that would mesh well with our current product ranges? We're looking for a proactive, detail-oriented, dynamic and results-orientated senior sales professional to join our close-knit team with a view to future career development into a senior management role and potentially more for the right person.

The role of this position is to secure product position on architectural projects that will drive sales in the Western Canada Construction segment. As a Senior Architectural Sales Representative with InterCoast, you'll promote our brands, and our innovative, proven, sustainable solutions enthusiastically to the construction and building industries. You'll acquire and possess thorough knowledge of the company product portfolio, alternative products and systems, and will have a keen interest in learning more each day. The successful candidate will attain objectives by identifying, managing and securing specification position on key construction projects in an assigned geographical area. This will be achieved by managing the territory, developing and building relationships with Architects, designers, consultants, landscapers, developers and government officials to consistently strengthen product recognition and enhance InterCoast market position – as well as identify new market opportunities.



To achieve this, working with the assistance of the Sales Manager, you will:

- Maintain positive existing working relationships with architects, specification writers, consulting engineers, project managers and other industry professionals.
- Find and develop new working relationships with architects, specification writers, consulting engineers, project managers and other industry professionals.
- Coordinate and cooperate with all in-house departments to ensure customer satisfaction and product performance.
- Periodically visit job sites and travel throughout Western Canada in a structured and productive manner.
- Attend and/or participate in annual trade shows, seminars, workshops and “lunch ’n’ learns” events.
- Participate and maintain membership in appropriate industry organizations and interested groups.
- Recognize industry trends, concerns or changing legislation that may affect us or our clients and suppliers.
- Work closely with partners and suppliers to ensure efficient communication.
- Work closely with the marketing communications manager.
- Be available for various internal meetings and events.

Basic Qualifications:

- Postsecondary education with a degree and/or EIT
- Experience working with commercial architects, and senior level personnel in construction projects.
- At least 3 years of experience promoting commercial building products to architects and other buying influences.

Preferred Qualifications:

- 5-7 years established record especially in the Architectural community.
- Have some existing and complimentary product ranges to bring to the table.
- The ideal candidate will preferably have a professional designation.
- Ability to analyze and pursue new customer market segment opportunities.
- Advanced computer skills including PowerPoint, Excel etc
- Familiarity with key business concepts.
- Demonstrated ability to meet or exceed sales goals at acceptable levels of profitability.
- Ability to analyze and attack competitors subtly by promoting a complimentary Building & Construction Systems bundle of products whenever possible.
- Ability to read and understand architectural drawings and specifications with the goal of comparing available products to meet those design concepts.

Send us a cover letter and resume to info@intercoastbuildingsolutions.com