



Sales Representative - Prairies Edmonton, Alberta

Job Summary:

Our Edmonton location is looking for a Sales Representative for the Prairie region. The successful individual will promote sales of Canplas product offering, maintain relationships and provide market feedback information to enable Canplas to be profitable as well as meet sales and marketing objectives.

Principle Responsibilities Include:

- Maintain or grow market share on product lines as directed by the Western Regional Sales Manager in the Prairie region.
- Managing accounts and end users within the region, handling complaints/inquiries, and promoting Canplas products. This is accomplished through regular customer visits, meetings, Product Knowledge and Training sessions/presentations, jobsite visits, contractor and Engineer calls.
- Developing sales and marketing strategies for the assigned territory.
- Working with both Wholesalers and Mechanical contractors on project pricing. Performing joint calls with wholesalers to key end user accounts.
- Creating, and maintaining a professional image within the industry. Part of this is accomplished through regular Trade Show Event attendance.
- Creating, and maintaining close relationships with key personnel within the Trade through industry events such as CIPH meetings/conferences as well as other relative industry events.
- When possible, delivering TIOC (Try it on Canplas) product packages to end users to build deeper trade relationships and acquire feedback on the plumbing market and Canplas products.

Required Skills/Qualifications:

- High school diploma or equivalent
- Post secondary education in business, sales or marketing is an asset
- 2 to 5 years sales/marketing experience in a related field preferred
- Open to new graduates
- Comfortable using Microsoft Office applications
- Valid driver's license

Internal applicants should discuss their application with their current manager prior to submission.

Qualified applicants should forward a detailed resume by April 12, 2019 to the attention of Catherine Da Silva at cdasilva@canplas.com