



Technical Sales Representative - Industrial Concrete Construction Avante Concrete Ltd. South Surrey, BC

About the Company

Based out of South Surrey, Avante Concrete Ltd. has been a leading concrete construction company for over 40 years, serving the entire Lower Mainland. From the installation of new large commercial concrete projects to small residential jobs, quality is our mark of excellence. We are now recruiting for a **Technical Sales Representative** to lead the company's business development efforts for our Industrial Division.

About the Opportunity

Bring your drive for results and customer relationship management prowess to build the sales and business development function for this thriving family-owned concrete construction business. As an experienced project sales professional, you'll bring your knowledge of the Lower Mainland's industrial and manufacturing sectors to promote and sell Avante's industrial concrete construction solutions. Here's what you'll be doing every day:

- You'll meet or exceed sales targets by uncovering opportunities for new project sales with prospects across the industrial sector, and cultivating existing industrial customer relationships
- You'll initiate sales inquiries in person, by phone and through networking opportunities, conduct onsite assessments, prepare initial estimates, close sales, and expedite documentation and communication to ensure accurate completion of the final work order
- Visit prospective job sites and fully respond to the prospect's questions and concerns; manage expectations on timing of the completed quote for review and sign off
- Show enthusiasm and a high level of engagement in explaining the Avante advantage and provide a level of service and follow up that leads to outstanding customer satisfaction and increases referrals of Avante.
- Actively communicate internally on market developments, positioning, and opportunities
- You'll actively use a CRM to track progress and plan sales activities. Ongoing customer follow up and relationship development will be key to success in the role.

About You

For successful consideration you must bring the following:

- Three or more years of similar project sales and business development experience, preferably in the industrial, manufacturing, or commercial construction sectors
- The drive and organizational skill to prospect, qualify, develop, advance, and close customized solutions through a consultative sales process
- Business acumen and successful strategic account development experience with contractors and business owners, leading to meeting or exceeding profitable revenue targets
- Proficient and comfortable in the use of CRM or sales tracking systems
- Possession of a valid driver's license and ability to travel locally on a regular basis
- Comfort in reading and interpreting construction drawings and take-offs considered an asset
- Post-secondary education in business, construction, or related field, supported by formal sales training strongly desired

Avante Concrete offers a competitive compensation package (base plus commission) and supportive work environment. To apply, please e-mail your resume to pfreeman@avanteconcrete.com.