

# **CEMATRIX™**

*Cellular Concrete Solutions*

## **Technical Sales Representative – Civil Construction**

**Cellular Concrete Solutions**

**CEMATRIX (Canada) Inc. – Winnipeg, MB**

### **Overview:**

CEMATRIX is the premiere supplier of cellular concrete throughout North America, providing innovative, practical solutions for a broad range of geotechnical applications in the Construction Industry.

CEMATRIX is seeking a highly-motivated self-starter to join our Business Development Team.

The sales territory consists of Manitoba, Southern Saskatchewan, and Northwestern Ontario, East to Thunder Bay.

Based in the Winnipeg area, applicants should possess an extensive knowledge of the Engineering and Construction Industry in the sales territory.

### **Responsibilities:**

- Work independently to identify opportunities, promote, and sell CEMATRIX products for geotechnical applications to current and potential clients, throughout the sales territory.
- Liaise with Geotechnical and Consulting Engineering Firms; Provincial and Municipal Government entities; General Construction Contractors; Industrial Contractors; Commercial Constructors and Developers; and Pipeline and Utility companies.
- Deliver technical presentations to the current and potential client base.
- Build and maintain client relationships with key specifiers and decision-makers.
- Prioritization and development of Design-Build and P3 opportunities within the sales territory.
- Preparation of quotations, and assist with the pricing of specific projects.
- Achieve budgeted sales, and assist in monthly and annual forecasts and budget processes.
- Conduct cold calls with potential clients when traveling throughout the sales territory.

## **Skills and Requirements:**

- Engineering Diploma, or Degree, or equivalent.
- A minimum of five years sales experience in the territory in similar sales, or other position.
- Industry background in Civil Construction and/or Geotechnical Projects and Products.
- Capability to assist with Project Management.
- General understanding of engineering drawings and technical specifications.
- Effective communication skills – oral and written.
- Organizational skills and self-motivated.
- Aptitude for problem-solving, and a demonstrated ability to determine and then offer solutions to the client base.
- Ability to identify scope of work and prepare formal quotations
- Capable of conducting Project site assessments and visits, in a professional and safe manner.
- Ability to travel extensively throughout the sales territory as required.
- Proven track record in the Construction Products Industry.
- Proficiency with Microsoft Office and Contact Management Software (i.e. Salesforce).