

Job Posting: Construction Site Sales Representative

To apply for this job, please send your resume to hr@raiderhansen.com

Our Mission Statement: We create value for our customers by providing the highest quality products with the fastest, most reliable service in the industry.

The Opportunity: Are you looking for a new challenge in a fast-paced, dynamic work environment? Come join our growing team as Construction Site Sales Representative in Burnaby. We work 5 days a week from 7:30 am to 4 pm daily, although some flexibility is available.

About the Company: Raider Hansen is a 100% BC owned and operated company, supplying industrial and safety products, tools and equipment to our customers throughout British Columbia. With nine branches from Vancouver Island to BC's Interior region, we are fully committed to serving our customers in every community we operate in. For over 60 years, we have proudly delivered premium industrial and construction brands, backed by the best service and support in the industry. We want you to grow with us!

Job Description: Responsible for increasing sales of products and services with new and existing customers within your assigned territory.

Job Responsibilities: Responsibilities and duties include but are not limited to:

- Scheduling appointments and visiting existing customers to review product needs and determining other opportunities
- Providing product quotes as required
- Organizing and attending joint sales calls with Vendors
- Opening new accounts
- Continuously updating customers on product changes and modifications
- **Providing solutions to customers' problems**
- Product introduction of new releases
- Liaising between customers and the company for up-to-date status of service, pricing and new product release launches
- Preparing reports for marketing and sales and keeping expense accounts
- **Performing maintenance and updating of customers' accounts including contact names for future sales**
- Keeping up to date on new products, services, procedures and tools by attending training and departmental meetings
- Other duties as assigned

Qualifications:

- High School Diploma (Required)
- Post-Secondary courses in Sales and/or Marketing an asset
- Product knowledge or industry experience an asset
- Vehicle (Required)
- Valid Driver's license (Required)

- Valid Passport and the ability to travel to the USA (training may require foreign travel)
- Bondable (Required)
- First Aid an asset

What we offer:

- Extended health and dental benefits
- Full-time – Monday to Friday
- Comprehensive Training and support
- Opportunity for growth and advancement
- Fast paced and dynamic work environment
- Salary plus commission and bonuses
- Vehicle allowance
- Work with a 100% B.C. owned and operated company
- Great work environment with many long-term employees