

POSITION TITLE: Sprinkler Sales Representative, Saskatchewan
IMMEDIATE SUPERVISOR: Sales Manager, Head Office, Winnipeg

The Company: Bison Fire Protection Inc., through its fire extinguisher/automatic suppression, automatic sprinkler and alarm divisions, delivers a full offering of superior-quality fire protection products and services to a broad range of organizations via its branches in Saskatchewan, Manitoba and Northwestern Ontario. Our professional, highly trained staff have the capacity to ensure our customers have a complete and fully functional fire protection system that will ensure a smooth and continuous flow of business.

POSITION SUMMARY:

Under the direction of the Sales Manager, this role is responsible for the pro-active sales and new business development activities in order to achieve a specified sales volume, new client orders as well as desired Company profit and growth targets. These objectives are to be achieved while maintaining a high level of customer satisfaction in the marketplace.

The Sprinkler Sales Representative will formulate sales and business development strategies, collaborate with other senior management and branch managers to launch specific initiatives in order to capitalize on local market opportunities, foster successful business relationships and promote a positive image and brand awareness of the Company products and services.

TOP DAILY PRIORITIES:

- Performance of sprinkler product and service sales management activities, including own sales development and closure activities
- Proactively manage, direct and monitor customer requests for tenders, quotations and general sales
- Meet internal and external sales reporting and work performance deadlines
- Work effectively and co-operatively with senior management team and division managers
- Resolve customer and vendor pricing disputes or discrepancies when required

PERFORMANCE EXPECTATIONS:

- Demonstrates and applies a broad knowledge and expertise depth of fire protection industry concepts, practices and procedures
- Demonstrates a strong working knowledge and understanding of the construction markets and the interactions between contractors, consultants, architects, engineers and manufacturers
- Be highly organized and can prioritize multiple tasks while meeting sales and operational deadlines effectively
- Takes full advantage of new sales opportunities for Company products and services
- Demonstrates and applies an effective customer retention strategy and focus
- Ensure competitive but profitable pricing structures and profit margins

KNOWLEDGE, SKILL & EDUCATION REQUIREMENTS:

- Minimum education requirement: Grade 12 graduate
- Post graduate education degree in B.SC; B.Eng. or Business Degree with equivalent technical experience in the fire protection industry
- Working knowledge of bids, proposal generation, specification compliance and general business and construction law and requirements
- Working knowledge of local and national fire code regulations
- Minimum of 10 years of managerial level experience in sales and business development
- Must have a proven track record in a solutions sales role
- Must have financial aptitude and ability to manage costs, pricing, margins and budgets
- Must be detailed focused while understanding competitive environments for project and sales quotations, achievement of margins and sales objectives
- Must possess strong verbal and written communication skills
- Must possess strong computer and technology (IT) related skills
- Must demonstrate effective problem solving and conflict resolution skills
- Must have strong organizational and time management skills
- Must have ability to prioritize multiple tasks and meet deadlines effectively
- Must be highly self-motivated, goal and task oriented and able to work effectively with minimal direction or supervision
- Must be flexible and able to adapt easily to rapid changes within the business operation
- Must present a professional image, attitude & behaviours when dealing with customers, suppliers, vendors, other service providers and staff members
- Must have effective verbal and written communication and people skills and demonstrate positive team player attitude

We offer competitive compensation and an excellent benefits package. Please submit resume in confidence to: tturner@bisonfire.com, by June 19, 2017. Due to the high volume of resumes received only the most qualified candidates will be contacted. We thank all applicants for their interest.