



JOB DESCRIPTION: TECHNICAL SALES – ESTIMATING STONE STRONG

Overview

The primary responsibilities of this position are to perform material take-offs and estimates for the Stone Strong retaining wall system. Secondary to this would be to perform material take-offs and estimates for other precast products. This position is in a fast-paced work environment. Individuals must be able to work under pressure, unsupervised, while maintaining a great attention to detail.

Responsibilities

- Promote sales to existing clients and solicit new clients within sales territory.
- Provide costing and pricing for all specialty products.
- Complete Tenders and Requests for Quotations.
- Use tender websites to obtain new job information.
- Maintain complete records on all results of Tenders and RFQ's.
- Close bids and tenders.
- Assist in the interpretation of civil drawings and extract required information to allow completion of estimates.
- Work with company engineering department to ensure projects are processed efficiently and correctly.
- Provide technical services to contractors, consultants and municipalities.
- Deliver technical presentations to consultants, contractors and municipalities.
- Work with outside sales staff to service our clients and firm up orders.
- Identify new markets and potential new products.

Qualifications

Education Required:

- College Diploma minimum; preferably a graduate of construction engineering technician, civil engineering technology program.
- Courses in Business Administration would be considered an asset.
- 3-5 years experience in a Construction Sales related position, with exposure to Civil field construction.

Specific Experience

- Self-starter and energetic with a sense of urgency and competitive nature.



- Solid Business acumen with excellent negotiation, problem solving and influential decision-making skills.
- Excellent communication and interpersonal skills to develop and maintain trusted customer relationships.
- Sales experience required.
- Strong computer skills. Proficient with Microsoft Office Applications including Outlook, Word, Excel and PowerPoint. Ability to use new software.
- A team player with a positive attitude.
- Must demonstrate self-assurance and self-confidence in a demanding atmosphere.
- Civil field experience is an asset.
- Willing and able to travel and possess a valid Driver's License and clean Driver's Abstract.

Competencies

- Able to work in a fast-paced, high-production environment.
- Willing to work overtime as required.
- Able to be motivated to complete all tasks on a defined timeline.
- Able to communicate and work well with others in a team setting.
- Always maintain a professional attitude, especially when handling stressful situations.
- Ability to apply common sense understanding to carry out instruction furnished by written, oral or diagram form.

Working Conditions

- Permanent, Full-time, 42.5 hours/week
- Located in Carp, Ontario

Benefits

- Group Medical and Dental Benefits
- Life Insurance
- Disability Coverage – Short and Long Term

To apply, please submit a resume and cover letter to (hr@mconproducts.com) quoting position TSE 2020. We thank all applicants for their interest; however, only those to be interviewed will be contacted. For more information about M Con Products, please visit our website at <https://mconproducts.com>