



Target Products Ltd. is a Wholly Owned Subsidiary of the QUIKRETE® Companies. QUIKRETE®, The North American leader in preblended and packaged cement and concrete products, is seeking a highly motivated & energetic **Consumer Products Sales Representative** for British Columbia.

We offer a competitive salary to commensurate with experience, an auto allowance, an excellent extended health & dental benefits plan including a health spending account, disability coverage, employee & family assistance program, a wellness program, and a company RRSP matching program.

Target hosts several employee events throughout the year. We believe that by having a happy, healthy working environment a balanced lifestyle is encouraged and the whole community benefits.

This role is based out of Burnaby, BC and will report to the Western Sales Manager-Consumer Division. You must possess a positive attitude and work independently to achieve performance goals that includes providing the sales of packaged concrete and cement products, and public relations for Lumberyard, Home Centre, and Box Store customers.

**Key functions of the Target Products/QUIKRETE® Consumer Products Sales Representative**

- Provide product knowledge sessions to all customers.
- Attend Regional Trade Shows, Contractor Shows and various customer events.
- Introduce and make aware of new Quikrete Products to customers as required.
- Store visits with regular customer calls to Lumberyard, Home Centre and Box stores which includes customer service, dealing with any product problems, shortages, and technical questions.
- Provide Technical Assistance, pricing, quotes, managing incoming telephone inquiries and email correspondence in a timely fashion.
- Regular price checks in stores
- Send out product data sheets, catalogues, brochures, and POP as needed.
- Investigate and respond to customer inquiries with respect to orders and shipping.
- Assess client needs and resources and recommend the appropriate goods or services.
- Daily sales reports for Western Sales Manager-Consumer Division
- Some overnight travel will be required.

☐ VANCOUVER PLANT	1080 Bradner Road	Abbotsford, BC	Canada	V4X 1H8	Tel: 1.604.856.7976	Fax: 1.604.856.7972
☐ CALGARY OFFICE	4441 76 Ave SE, Ste 100	Calgary, AB	Canada	T2C 2G8	Tel: 1.403.279.8189	Fax: 1.403.279.4829
☐ CALGARY PLANT	5150 90 Avenue SE	Calgary, AB	Canada	T2C 2T2	Tel: 1.403.279.8189	Fax: 1.403.279.4829
☐ EDMONTON PLANT	9503 87 Avenue	Morinville, AB	Canada	T8R 1K6	Tel: 1.780.939.3033	Fax: 1.780.939.3044
☐ WINNIPEG PLANT	400 Pandora Ave W	Winnipeg, MB	Canada	R2C 3A5	Tel: 1.204.654.8320	Fax: 1.204.654.8329
☐ CORPORATE SALES	8535 Eastlake Drive	Burnaby, BC	Canada	V5A 4T7	Tel: 1.604.444.3620	Fax: 1.604.420.3616



### Requirements/Qualifications

- High school Diploma is required, with post-secondary education in Business or Building Industry being an asset.
- Previous sales experience an asset.
- Ability to work independently along with a good work ethic, excellent time management and organizational skills.
- Good communication and problem-solving skills.
- Excellent customer relations and interpersonal skills.
- Proficient Computer Skills and Knowledge of Microsoft programs.
- Out of town travel in British Columbia with occasional overnight stays.
- Valid driver’s license with a clean driving record.
- Ability to carry and lift to 50lbs to refresh and maintain product displays.

While this listing indicates some of the general scope of responsibilities, the position is not limited to these activities.

### How to Apply

Applicants who meet the above requirements and are interested in a rewarding career with a progressive and stable company, are invited to submit a resume with cover letter and references to [mara.marsden@quikrete.ca](mailto:mara.marsden@quikrete.ca).

*We thank all applicants, however only those individuals under consideration will be contacted. No phone calls please.*

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