



173 Concession 6, Chepstow, ON | 519-366-2253 | www.fritzall.com

## EMPLOYMENT OPPORTUNITY

# Precast Sales Representative, Full time

Fritzall is looking for a Sales Representative.

The ideal candidate should have a background in construction, agricultural, residential or commercial sales. Experience with precast concrete is a valued asset.

### Requirements

- Minimum 3 years' experience in sales of precast walls and products, building superstructures, or experience in the agricultural, residential or commercial construction industry.
- Ability to understand complex construction drawings and blueprints, as well as having knowledge in project management & estimating.
- Excellent ability to multi task and work within timelines, possess strong negotiation, problem solving and decision-making skills. Must be extremely organized, have strong attention to detail and be able to prioritize tasks.
- Proven customer service skills & ability to negotiate pricing effectively.
- Knowledge of precast products and applications.
- Ability to understand customers' requirements to advise precast solutions
- Excellent outlook, word & excel skills. AutoCAD experience is a strong asset.

### Responsibilities

- Work in compliance with the Occupational Health and Safety Act and Regulations; as well as, the Company Health and Safety Responsibilities and Accountabilities.
- Work with developers and project owners to identify potential projects in the catchment area requiring precast concrete and projects with the potential to convert to precast
- Review technical drawings/blueprints and specifications or blueprints to determine customer requirements & scope of work.

### COMPANY

Fritzall  
(Fritz Construction Services)

### LOCATION

Chepstow, ON

### OPENING DATE

August 7, 2017

### STARTING DATE

Immediately

- Maintain an up to date and high level of technical knowledge to ensure that the best advice and technical assistance is provided to customers and team members.
- Maintain a proactive approach towards customers, keeping them updated and aware of project status.
- Manage customer inquiries, communicate with customer via phone call, email, personal interaction and phone.
- Provide friendly, courteous and efficient customer service.
- Maintain customer/project database with sales forecast and potential customers/projects.
- Provide customer with all requirement paperwork and documentation.
- Accurately gather customer information and payment.
- Work closely with installation & transportation teams as well as production crew.
- Additional duties as required.

### **Applying for the Job**

Email resumes to: [adamk@fritzall.com](mailto:adamk@fritzall.com)

**Adam Knuckey**, General Manager Precast

**We thank all applicants in advance, but regret that only those selected for an interview will be contacted.**