

Bilingual Sales Specialist (Small Line) – CanCrete Quebec

About CanCrete:

Since CanCrete Equipment Ltd. first entered the Canadian industrial pumping market, it has been our goal to become a leading supplier of pumping equipment, parts, and associated repair. That is why we only provide our clients with well-researched products and parts that we can confidently stand behind.

Originally known as Kato Construction Equipment and formerly known as ShotCrete Plus, CanCrete Equipment Ltd. was founded in 2013 by Eric and Marcia Duiker. Thanks to their experience in and passion for the concrete industry, CanCrete's small service shop soon became the exclusive Putzmeister dealer for Canada. Today, CanCrete functions mainly as a concrete pumping support centre by providing clients in the concrete industry with solutions, parts, services, and advice tailored to their specific needs.

With years of experience working closely with concrete pumping equipment, we understand the challenges that the concrete industry offers. That is why we strive to create mutually beneficial relationships with each of our clients by providing them with high-quality products and services, backed by our extensive industry experience and over-the-phone support. No matter what kind of project you are working on or what products you are looking for, our professional team will always go the extra mile to ensure that you have exactly what you need.

Role:

Identify customer needs and understand the specific requirements of clients to recommend suitable equipment. Leveraging product knowledge, CanCrete's sales team is knowledgeable about the features, benefits, and applications of the equipment they represent. Building strong relationships with customers and partnering with our after-sales support team ensures customer satisfaction and addresses any issues with the equipment, maintaining a positive customer experience.

Responsibilities:

- Construction Equipment Sales (New, Used)
 - Small line concrete pumping equipment supporting concrete, grouting, underlayment, fireproofing, and mixers, and other
 - Strong understanding of product features, benefits and applications
 - Proven ability to identify customer's needs and recommend solutions
- Establish, develop and maintain business relationships with current customers and prospective customers to generate new business for CanCrete's products/services

VANCOUVER

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P. 604.262.1813

CALGARY

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Rocky View County, AB T1X 3C8
P. 587.471.7867

TORONTO | HQ

1810 Meyerside Drive
Mississauga, ON L5T 1B4
P. 416.749.2843

ORANGEVILLE

150 Centennial Road
Orangeville, ON L9W 5K2
P. 519.942.8844

MONTREAL

1855 Rue Cunard
Laval, QC H7S 2C7
P. 514.884.0076

- Travel the designated territory while making sales calls to CanCrete current customers, competitor users and potential buyers
- Monitor competition within assigned region
- Equipment In-Servicing Support
- Research sources for developing prospective customers and for information to determine their potential
- Knowledge of product applications, technical services, market conditions, competitive activities, advertising and promotional trends
- Develop clear and effectively written proposals/quotations for current and prospective customers
- Keep management informed by submitting activity and results reports, such as daily call reports, monthly sales call participation, and annual sales analyses
- Work effectively with internal support departments (Parts, Shipping/Receiving, Warranty, Maintenance, and Accounting) to achieve sales for new and existing customers
- Maintain productive business relationships with suppliers
- File proper sales reporting to suppliers as required
- Participate in trade shows and conventions

Qualifications:

- 2+ years' experience in the Construction/Concrete sector.
- Demonstrated aptitude for problem-solving; ability to determine solutions for customers (consultative sales approach).
- Must be results-orientated and able to work both independently and within a team environment. Must possess excellent verbal and written communication skills.
- Proficiency in using Microsoft Office Suite applications
- Experience with Salesforce and SAP an asset
- Valid driver's license

What We Offer:

CanCrete Equipment Ltd. offers a competitive salary, a company sponsored pension matching program, a complete benefits package, and great career advancement opportunities. The chosen candidate will have a seat at the decision-making table for a high growth company and ability to make a difference in the direction of CanCrete. Hands on equipment training (on/off job site, and OEM) will be provided.

CanCrete is committed to an inclusive workplace that values and promotes diversity. We believe that our workplace should reflect the communities we serve, and we strive to build and nurture a culture where employees feel empowered and valued.