



Structurlam Products is a manufacturer of high quality glue-laminated beams and a premium fabricator of complete heavy timber packages. We share our customers' passion for using wood for both its strength and its beauty. This passion, combined with design expertise and state-of-the art production facilities, has resulted in more award-winning structures than any other manufacturer in North America. We especially enjoy taking complicated heavy timber projects from concept to reality. We want to be on the forefront of technology as we show the world the advantages, in terms of strength, beauty and sustainability, of building with wood.

ONTARIO PROJECT SALES REPRESENTATIVE

The ideal candidate will be an **innovative thinker** who can develop sales by solving unique structural and design challenges through creative wood solutions. A **detailed and organized problem solver** and **life-long learner**, this person will work remotely in a collaborative environment and is solely responsible for all project sales in the assigned territory. This role requires a **goal oriented** and **technically proficient** individual who will work tirelessly to create demand for our product within the design build community and is capable of building profitable and lasting customer relationships in a dynamic environment.

Key areas of responsibility:

- Pursue sales opportunities in material supply and supply & install projects in Eastern Canada, with primary focus of Ontario and areas surrounding Greater Toronto
- Produce accurate, competitive pricing estimates while protecting Structurlam margins and brand value
- Develop strong business relationships with architects, engineers and general contractors, increasing the specification of Structurlam solutions by these important corporate partners
- Set appropriate customer expectations and coordinate with Structurlam departments to ensure product quality throughout the project cycle
- Actively participate in marketing plans & materials, product specifications, targets & forecasting, metrics & reporting
- Strong market knowledge of wood solutions, particularly in non-residential applications and understanding of key competitors in both wood products and alternate materials
- Organize promotional events and leverage Trade Shows opportunities both in the territory and strategic external markets

Qualifications:

- Outstanding consultative sales ability and negotiation skills, with at least 5 years of relatable experience
- Technical Diploma/Engineering Degree including building construction component
- Experience in territory management with specific knowledge of the Heavy Timber history in Ontario
- Prior experience with estimating, construction drawings and sales of Engineered Wood Products preferred
- Existing business relationships with General Contractors, Engineers and Architects is a significant asset

If you want to be a part of an **innovative** and **passionate** team please send your resume and personal details: careers@structurlam.com

We thank all candidates for their submissions, however, only those selected for interview will be contacted. All submissions will be kept on file confidentially with our Human Resources department for a minimum of six months.