



## DESIGN CONCRETE INC.

Design Concrete, Inc. (DCI) is a leader in the precast concrete industry, specializing in agricultural products, precast building systems, noise walls, retaining walls, and custom precast components. DCI provides engineering, manufacturing, and installation solutions to the Ontario market. With a strong commitment to innovation, quality, and customer satisfaction, DCI has established itself as a key player in the construction and agricultural sectors.

DCI is part of the EKHO Infrastructure Solutions organization. As a member of the DCI team, you will be working alongside many supporting business units within EKHO organization. DCI is committed to meeting the accessibility needs of persons set out in the Accessibility for Ontarians with Disabilities Act, 2005 (AODA), the provisions of the Ontario Human Rights Codes, and any other applicable legislation. We foster an inclusive organizational culture as an Equal Opportunity Employer.

### **Job Summary**

We are looking for an ambitious and energetic **Sales & Business Development Representative - Intermediate** (Central Ontario Region) to help us expand our markets and clientele. You will have the dedication to create and apply an effective sales strategy at the front end of the business amongst leading sales by identifying and securing new prospects through interaction with new and existing clients. The goal is to drive sustainable financial growth using our portfolio of products, systems and solutions while forging strong relationships with clients.

### **Responsibilities**

- Build market share by initiating and developing business relationships
- Gain client feedback and insights for product development
- Research and plan new growth opportunities, strategies and initiatives
- Provide design support to clients through the influence of our product and systems as a solution
- Promote product specifications with consultants through implementation at project design stage
- Review technical drawing packages (may include CAD files) and understand the project constraints and parameters based on Design Concrete product and system designs
- Work with internal departments to review potential design options and recommend most efficient engineered solution based on design, cost and meeting project requirements
- Request internal engineering support for preparation of design details including drawings/sketches that can prepared for client use
- Assist clients with site meetings to review and identify noise wall/retaining wall constructability
- Execute and deliver client pricing requests (budget, firm and tender) by coordinating sales effort with team members and other departments
- Bid, negotiate scope, price and schedule to close of sale
- Achieve agreed upon sales targets and outcomes on a yearly basis
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services
- Expedite the resolution of customer problems and complaints to maximize satisfaction
- Continuously improve through feedback



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- Cold call, present to and meet with acoustical engineers, consultants, contractors, owners & any other potential contacts to provide product awareness & technical information
- Research bid sites & other relevant outlets for potential opportunities while building, maintaining and tracking an active sales pipeline using a CRM database
- Monitor and respond to all business inquiries including product information requests, and provide necessary information to fulfill the request
- Collaborate with Sales and Estimating at bid stage, to present proposed designs and specifications implemented during the consultant design stage
- Drive product development initiatives with R&D department
- Lead submittal process for new products and systems, while including appropriate departments and resources to achieve approvals with various government authorities
- Tracking and filing agreements and correspondence for submissions
- Provide Sales Manager a monthly update on upcoming projects, new business development and prospects
- Attend conferences and business functions to promote and exhibit the businesses products and services
- Host plant tours to clients
- Create PowerPoint presentations
- Schedule meetings as required, internally and externally
- Log and submit business related expenses on a monthly basis
- Support in-house engineering
- Other duties as assigned by the Sales Manager

### Qualifications

- Post graduate degree, Business or Engineering/Construction field (preferred)
- Min 3-5 years experience in Business Development, Sales or related field
- 3-5 years of technical sales and product experience in the construction industry and/or building industry is required
- Broad technical background and knowledge, highly developed technical and negotiating skills
- Precast experience is preferred
- P. Eng. or C.E.T. designation an asset
- Highly motivated and target driven with a proven track record in sales
- Excellent selling, negotiation and communication skills
- Territory management and prospecting skills
- Prioritizing and time management skills
- Ability to create and deliver presentations tailored to the audience needs
- Experience with review and interpretation of technical contract drawing packages
- Experience with site meetings in a construction project setting
- Ability to work in collaboration with other personnel in various departments within the company
- Ability to build, maintain and produce value from customer relationships
- Ability to guide and influence growth planning, strategies and initiatives



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- Must have the ability to grasp and apply new concepts quickly
- Ability to multi-task and work well under pressure
- Candidates must be detail oriented, punctual, highly organized and professional
- Customer service, problem-solving and leadership skills
- Proficiency with Microsoft Office
- Commitment to health and safety
- Valid driver's license and access to a reliable vehicle
- Valid passport

### **Working Conditions**

- Physical Effort – Majority of the time will be spent in a home office environment and on the road meeting with clients. Occasional visits to jobsites and manufacturing facilities will occur. Weekly team meeting visits are also expected.
- Mental Stress – There is pressure from various sources for results. Pressure becomes pronounced on occasion, for example, when bids need to be completed ahead of a deadline, and may be accompanied by confrontation or similar situation. There is occasional need to move or lift light articles. It is necessary to attend trade shows, conventions or sales meetings where timing will be in excess of 8 hours per day. Overtime is also required on a time-to-time basis due to nature of the sales role and bidding.

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If you, or anyone you know is interested in this career opportunity, please submit your resume to Carol Hammond [chammond@faddiscanada.ca](mailto:chammond@faddiscanada.ca) no later than July 26, 2024.