
8 May, 2018

Fab-Form is the world's largest manufacturer of fabric forms for concrete and a leading distributor of insulated concrete forms (Nudura ICF) and Helix micro rebar for reinforcing concrete. We have patented and developed numerous green and innovative products for the concrete industry.

Our customers include professional contractors, lumberyards and large box distributors. We have a network of over 50 dealers across North America. Our continued growth as an industry leader depends on hiring the best talent and we are committed to support the success and development of our employees.

We are a publicly trading company (TSX-FBF) with all employees sharing our growth through equity participation on a yearly basis.

Technical Sales Representative

This position requires the development of strong relationships with existing customers while developing new customers by offering professional, effective and efficient solutions.

KEY RESPONSIBILITIES

- Communicate with existing customers to secure continuing sales and maintain strong customer relationship
- Optimize the existing customer base by promoting and selling existing and new products and services to our customers
- Offer professional effective and efficient solutions to customer inquiries
- Onsite visits with contractors to provide technical training and expertise
- Develop new customers by examining market opportunities and potential customer needs, tailoring products and services, and selling solutions
- Provide feedback and recommendations on new products, services, and market conditions to customers, and dealer management
- Participate in trade shows, training and associated product meetings

WE ARE LOOKING FOR AN EMPLOYEE THAT:

- Can work in a collaborative team based environment
- Can develop and maintain strong relationships
- Can take initiative
- Has a minimum three years' experience selling to the concrete industry
- Excellent knowledge of concrete forming products and their installation
- Demonstrated sales and cold call experience
- Has a strong ability to work independently and efficiently manage accounts through our CRM system
- Is highly organized in prioritizing work and multi-tasking;

This is an excellent opportunity for an ambitious career-oriented individual desirous of being part of a small, rapidly growing and successful organization. You will have the ability to impact our future success. We offer competitive compensation and benefits as well as exceptional career growth potential.
