CONCAST

JOB DESCRIPTION
COMPOSITE TECHNICAL SALES REPRESENTATIVE

Incumbent:	TBD	**Department:**	Sales
Reports to:	Director of Sales & Engineering	**Title:**	Composite Technical Sales Representative
Location:	Concord (69 Connie Crescent)	**Review Date:**	December 2025

Job Profile:

The Composite Sales Representative is responsible for driving revenue growth by promoting and selling CONCAST's full line of concrete and composite product solutions including precast concrete structures, pipe, and engineered composite materials. This role blends technical product knowledge with strong relationship-building skills to identify customer needs, develop tailored solutions, and position the company as a trusted partner in the infrastructure, construction, and municipal sectors, primarily in Ontario and across Canada.

Primary Responsibilities:

Sales & Business Development

- Develop and execute territory or market-specific sales plans to achieve revenue and margin targets for concrete and composite product lines.
- Generate new opportunities through regular prospecting, networking, cold outreach, and participation in industry events.
- Conduct site visits, product demonstrations, and technical presentations to support customer decision-making.
- Prepare and submit accurate quotations, bids, and proposals aligned with company pricing strategies.
- Negotiate terms of sale and close deals within delegated authority and corporate guidelines.

Customer Relationship Management

- Serve as the primary point of contact for assigned accounts.
- Partner with Engineering and production teams to provide customers with accurate technical information, lead times, and product recommendations.
- Maintain a deep understanding of each customer's business environment, upcoming projects, and procurement cycles.
- Conduct post-project reviews.

Technical & Product Expertise

- Develop and maintain a strong understanding of the company's concrete and composite product offerings, manufacturing capabilities, and quality standards.
- Translate technical specifications into clear value propositions for customers.
- Stay informed on industry trends, competitor products, and advancements in composite and precast technologies.

Operational & Administrative Duties

- Accurately maintain CRM records, sales forecasts, and call reports.
- Collaborate with scheduling, production, and logistics teams to support order fulfillment and ensure customer commitments are met.
- Support the development of Sales collateral, marketing initiatives, and product training materials as required.

Required Skills and Attributes:

- Focused on customer satisfaction approach in dealing with internal and external stakeholders
- Excellent interpersonal skills and positive attitude
- Effective communication skills (verbal and written)
- Highly motivated, goal oriented
- Professional organization skills and attention to detail
- Ability to work effectively independently and as part of a team
- Demonstrated proficiency with CRM software and Microsoft Office Suite – Outlook, Excel, Word

Education Requirements & Qualifications:

- Engineering Degree and a valid P. Eng license with the P.E.O
- Minimum 5 - 10 years of Sales experience in manufacturing, construction materials, precast concrete, composites, or a similar technical selling environment.
- Proven track record of meeting or exceeding Sales targets.

- Working knowledge of construction processes, engineering drawings, specifications, and municipal tendering practices is an asset.
- This position requires an ability to travel extensively across Ontario and other provinces within Canada.

Working Environment:

- Open office high traffic environment with appropriate facilities
- Normal office hours of operation 8:00 am – 4:30 pm with a 30-minute unpaid lunch break, with overtime as required
- Physical activities will consist of limited periods of sitting, periodic filing and inter-office walking
- High availability outside of regular business hours is required

Approvals (Name / Signature)

Manager:		**Date:**	
Director:		**Date:**	
Human Resources		**Date:**	

Artificial Intelligence (AI) Disclosure:

Please note that CONCAST does not use artificial intelligence as part of the screening, assessment, and selection process.

Vacancy Status Disclosure:

This job posting is for an existing vacancy within our organization.

Employee Acknowledgement:

I have read this Job Description and reviewed it with my Human Resources representative and/or my Direct Supervisor.

I understand and accept the outlined requirements and recognize that alterations may be required as business conditions and needs change.

Signature:		**Date:**	

CONCAST is an equal opportunity employer, and we are committed to establishing a qualified and diverse workforce. We are committed to accommodating applicants with disabilities throughout the recruitment and selection process, in accordance with the *Accessibility for Ontarians with Disabilities Act (AODA).* Should you require disability-related accommodation to participate in our recruitment process, please contact Human Resources. Any information received relating to accommodation will be addressed confidentially.

Applications from qualified candidates and/or questions, comments or related feedback from employees should be sent to Human Resources @ HR@concastpipe.com