



Sales Consultant, Outdoor Storage Solutions, RTM

Winnipeg, Manitoba

Region: MB & SK Region

Reports to: Sales Supervisor

Job Type: Full-Time

Position Overview:

Star Building Materials is an independent, wholly owned division of Qualico, and we are seeking a Sales Consultant, Outdoor Storage Solutions to join our team.

Reporting to the Sales Supervisor, the Sales Consultant contributes to the success and effectiveness of Star by providing sales expertise for garden sheds, garages, shops and agricultural buildings. The Sales Consultant will be responsible for the direct sale of outdoor storage buildings and will provide exceptional customer service to existing and potential customers throughout all stages of the sale and construction process.

Key Accountabilities:

- Act as primary point of contact for customers in relation to sale of outdoor storage solutions. Consult with prospective customers to describe product, assess their needs and requirements and recommend appropriate products.
- Promote sales to existing customers and identify and solicit potential customers.
- Maintain daily records of sales quotations provided to customers and follow-up with prospective customers as required.
- Remain up-to-date with the specifications and ongoing promotions of market competitors.
- Attend special training of products or services to understand product features, trends and/or styles of products within the market.
- Liaise with design and estimating departments and provide input into design and production where required in order to meet customer expectations. Ensure customer expectations are accurately relayed and priced.
- Work in conjunction with the project management team throughout the building process. Act as a conduit between the customer and project management team to ensure the customers' expectations and requirements are met and clearly communicated.

Education & Qualifications:

- High School Diploma or equivalent is required.



- Previous sales training is preferred.
- Knowledge of building construction is required.
- Valid driver's licence and access to a reliable vehicle is required.
- Experience with and knowledge of the building industry is preferred.
- Minimum of 1 years of previous sales experience is preferred.
- Strong customer service orientation and exceptional interpersonal skills with the ability to communicate both orally and in writing.
- Strong time management and high attention to detail.

Working Conditions:

This position works primarily in an office setting during regular business hours. Travel to customer locations and constructions sites is be required on a frequent basis. Work outside of normal business hours may also be required.

It is Qualico practice to request a criminal record check prior to finalizing the appointment of successful candidates.

About Star:

Star Building Materials is an independent, wholly owned division of Qualico. The company is a leading provider of building materials, trusses, ready to move homes, and cottage and garage packages operating under the Star Building Materials, Star Ready to Move Homes and Star Truss brands. With over 50 years of experience, Star Building Materials is committed to providing reliable and innovative products and services.

At Star, our people make the difference. We offer competitive compensation packages including group benefits and RRSP matching programs.

How to Apply:

If you are interested in joining the Qualico team, please submit your cover letter and resume to careers.winnipeg@qualico.com.