

CONSTRUCTION SALES REPRESENTATIVE — Residential & Commercial Foundations

About Our Company

Since 1992, Silverline Group Inc. has earned its reputation as a market leader in the ICI & Residential Construction Industry providing comprehensive construction services for the Niagara Region and surrounding areas. SilverLine Group is recognized as a progressive and sought-after company for the career minded professional. As a family run business, together with the strengths in our team, we pride ourselves in providing a wide-range of ground-related construction services and excel in customer satisfaction.

Our services are specific to construction groundworks including grading and site servicing, excavation and backfill, trucking and aggregates, concrete foundations and flatwork, demolition and site clearing, and soil management. Our equipment and skilled tradespeople enable us to offer customized packages to fit the unique needs of every client. We go that 'extra mile' to ensure our clients are happy from start to finish!

Talent We Are Looking For

Are you ready to take your sales career to the next level in an industry that is thriving? We are expanding our team and are looking for a high performing individual to join our sales department. The ideal candidate is a charismatic and motivated; an experienced sales "hunter" who is eager to generate new business and grow our customer portfolio. You will utilize a proactive approach, leveraging your cold calling and prospecting experience to grow Silverline's core book of business. With established industry connections, you can 'hit the ground running' to make an immediate impact on sales growth and profitability. You will be responsible to represent the SilverLine Group in the Niagara and surrounding markets, as well as industry association events, in a courteous and professional manner.

In the role of a **Construction Sales Representative**, you are responsible for providing the ultimate customer experience. From prospecting, drawing review, takeoffs and quoting to negotiating and securing the sale, and coordinating and supporting the work. You will be there every step of the way. As a strategic thinker, you are committed to staying current and ahead of industry trends ensuring long term company growth. You go that 'extra mile' to ensure our clients are happy from start to finish!

What Your Day Looks Like

- Generate new business, provide legally binding contractual agreements
- Upsell through full-service pitching
- Ensure 'beyond scope of work' is negotiated as extras
- Review drawings and provide accurate take-offs and estimates
- Follow projects full-cycle and ensure 100% client satisfaction
- Assist finance in settling contract payments

Requirements:

- C.E.T. designation or direct-related experience
- 5 years business development specific to construction
- Ability to understand and interpret contractual agreements
- A proven ability to drive sales and get results
- Problem analysis and resolution at both the strategic and functional levels
- High level communicator with effective liaison results

Compensation: \$50,000 to \$100,000+ earning potential (salary + bonus) based on experience

How to apply:

Applicants are required to provide a cover letter and resume to hr@silverlinegroupinc.com

Thank you for considering this opportunity – we look forward to connecting with you! We have a demonstrated commitment to equity and strive for workplace inclusiveness and diversity.