



## Sales Manager Opportunity!



### The Opportunity

Reporting to the General Manager, the Sales Manager is responsible for the sales and marketing function of Pacific Truss components and engineered wood products.

### Key Responsibilities

- Lead and manage the technical sales team and remain current on all products.
- Work with General Manager to develop the sales budget.
- Provide quotes and process sales ensuring all processes and deadlines are met.
- Proactively manage customer portfolio, sell and service products and projects to major clients.
- Ownership of the marketing program – including marketing strategies and plans, website, social media and industry networks.
- Responsible for new business development including establishing relationships with architects, engineers and builders.
- Assist in design process as required and respond to designer and production queries.
- Manage the department Customer Service Excellence and Professional Sales programs
- Use lean principals with co-workers with the assistant of the Corporate Lean Facilitator to drive continuous improvement.
- Champion a culture of Health and Safety.

### Selection Criteria

- 2+ years of experience in construction/home sales.
- Post-secondary business or management diploma or degree.
- Valid class 5 driver's license.
- Knowledge of engineering, layout software, cost reporting and CAD.
- Sales and Marketing technology and experience selling in the construction industry.
- Experience managing Customer Service Excellence and professional sales programs.
- Business development experience in the building industry.
- Computer literacy, MS office, Mitek Business Application (MBA).
- Experience in manufacturing technology, especially related to wood, truss and building manufacturing is a highly desirable asset.

### The Organization

Founded in 1959 by Ken McKinnon as Pacific Builders' Supplies in Cobble Hill on Vancouver Island, the company has grown considerably since its inception and is operated as a family business by Ken's sons. In 1969, Pacific Builders' Supplies started manufacturing roof trusses, making them the oldest truss manufacturer on Vancouver Island. Twelve years later, Pacific Homes was established, where they build pre-fabricated homes, offering a smart, fast and affordable way to build a home. With a commitment to innovation, technological advances and computer assisted design, Pacific Truss and Pacific Homes are industry leaders in their fields.

Pacific Homes and Pacific Truss are a part of The All-Fab Group of Companies is recognized as one of the leading construction industry suppliers within Western Canada. The All-Fab Group is a strong, growing company with over 600 employees in 9 locations, supporting 14 business divisions in Manitoba, Saskatchewan, Alberta, BC, and Minnesota. The Group operates in three industry sectors: Building Component Manufacturing, Building Materials Supply and Building Construction Projects. Working with contractors, regional dealers, residential and commercial builders, the All-Fab Group is committed to providing the best possible solutions to its customers, allowing them to "Build with Confidence".

**To apply send a resume & cover letter to [Morgan@harrisleadership.com](mailto:Morgan@harrisleadership.com) quoting project #40136**