

Insulspan is the premier supplier of high-performance, state-of-the-art structural insulated panels (SIPs) for use as walls, roofs, and floors in residential and commercial buildings across North America. The SIPs, which are created by structurally laminating a continuous core of expanded polystyrene (EPS) insulation between two performance-rated oriented strand boards (OSB), are precision-cut to exact design specifications in a controlled manufacturing environment and are delivered ready-to-assemble. Headquartered in Michigan with an office in British Columbia, Canada, Insulspan is a fully-owned subsidiary of Calgary-based PFB Corporation, a publicly-traded corporation on the Toronto Stock Exchange.

Insulspan is seeking a **Sales Representative** based out of the Pacific Northwest to deliver service, quality and expertise through the promotion and sale of Insulspan products. The sales rep will be accountable for meeting sales volumes, margins, and customer satisfaction objectives. Responsibilities will include selling to and building relationships with home owners, residential and commercial contractors, engineers, architects, and resellers. Individual will work remotely; territory will include the Western US, primarily the Pacific Northwest.

Duties and Responsibilities Include

- Actively seek out new potential customers through cold calls and visits
- Follow up on new customer leads and existing customers
- Identify new opportunities to increase sales volumes in the commercial, governmental and residential markets
- Act as a liaison between the client and the company throughout the sales process providing accurate and updated information to both parties as needed
- Assist clients during the consultation and estimating phase of the building process
- Handle customer complaints and ensure timely customer payments
- Promote Insulspan products through customer education, lunch and learns, and trade shows
- Provide on-site technical advisory, occasionally, to clients during install
- Maintain weekly and monthly sales budgets and forecasts and update the customer database as required

Preferred Skills, Knowledge and Requirements

- 5 - 7 + years of sales experience
- Knowledge of the construction industry required
- Demonstrated ability to achieve sales goals, execute client negotiations and closing skills
- High level of professionalism and integrity
- Excellent organizational, decision making and problem solving skills
- Self-directed, able to work independently
- Excellent oral and written communication skills with the ability to present
- Savvy with a wide range of people and able to earn the confidence of new customers
- Travel required, ability to travel internationally
- Valid driver's license
- Bachelor's Degree preferred

This is a full-time position offering competitive salary, commission, company car, profit sharing, medical insurance & 401k plan.

Interested candidates can submit cover letter and resume via e-mail to: HR@Insulspan.com

**An Affirmative Action /Equal Opportunity Employer*