



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 **Technical Sales Representative** based out of the Blissfield, MI office to develop new business in the commercial markets. Responsibilities will include the promotion and sale of Insulspan products, meeting sales volumes, and building relationships with commercial contractors, architects and resellers. Individual will be required to train with the inside sales team for three to four months to gain product knowledge and a comprehensive understanding of the estimating, contract and design phases of the sales process.

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 market
- Act as a liaison between the client and the company throughout the sales and estimating process providing accurate and updated information
- Work with the design and production departments to ensure communication during each phase of the panel process
- Promote Insulspan products through lunch and learns, site meetings, builder presentations and trade show attendance
- Educate Architects and Engineers on SIPS providing technical specifications and product knowledge in all 50 states
- Maintain weekly and monthly sales budgets and forecasts, update the Customer database as appropriate
- Provide on-site technical advisory, occasionally, to clients during install

Preferred Skills, Knowledge and Requirements

- 3-4 months of sales and/or construction experience
- Knowledge of the construction industry including expertise on Energy Efficiency, Building Codes, and Design is a plus
- High level of professionalism and integrity
- Demonstrated ability to achieve sales goals, execute client negotiations and closing skills
- Excellent organizational, decision making and problem solving skills
- Self-directed, able to work independently and as part of a team
- 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
- Valid driver's license
- 2 year degree in Construction Management or related field preferred

This is a full-time position; base salary is commensurate with experience, commission, Company car, profit sharing, medical benefits & 401k plan available.

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

**An Affirmative Action /Equal Opportunity Employer*