



# Employment Opportunity Outside Sales Representative

Are you looking to be a part of a growing company that is offering an exciting career path and a purpose-driven culture that is focused on creating positive impacts in Nova Scotia communities? Then EASTCUT Wood Building Solutions is looking for you!

## Why choose EASTCUT to build your career?

### **1. Make an Impact in Local Communities with Projects That Build Communities**

We are the innovators and manufacturers of prefabricated Modular homes. We rely on the in-depth expertise of our people combined with leading edge technologies to produce products that add value to the construction of residential buildings. These buildings are home to real families throughout our communities and we are passionate about making their construction faster and more efficient using our products.

### **2. Become Part of a Rewarding and Inclusive Work Environment**

At EASTCUT Modular, we are proud of the products we create and understand this inspiration is key to our success. We are committed to a philosophy of “production pride” in everything we do. “Production pride” means all things we undertake are directed towards the safe building of quality products focusing on affordability, low carbon building solutions, with a net zero approach, you can take pride in reducing environmental impacts while keeping the integrity of a solid build. As employees, we are empowered to act, ask questions, and raise concerns when it comes to delivering on our promise to quality.

## EASTCUT Wood Building Solutions – Leading Community Building

### Opportunity: Outside Sales Representative

Reporting to the Director of Sales, the Outside Sales Representative plays a vital role in Sales for the Macklin group of companies. In this position, you can expect to pursue, develop and secure sales orders within your assigned territory.

### Responsibilities

- Identify leads and business opportunities.
- Meet with prospective clients to determine product and service requirements.
- Secure technical information including blueprints and specifications.
- Work closely with estimating division to ensure accurate development of the prospect quotation.
- Present and follow up on proposals, including detailing and adopting revisions.
- Track efforts and results in reporting systems.
- Work diligently toward exceeding sales and margin objectives.
- Strive to build close customer relationships.
- Continually self-educating on evolving market and product development.



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## Requirements

- 5+ years of sales experience, preferably in Construction or Manufacturing setting
- Knowledge of the construction industry is considered an asset.
- Ability to build relationships in a diverse and inclusive environment.
- Proven record of strong sales experience

## Salary

Salary dependent on experience. Medical and dental benefits, RRSP matching, paid volunteer time, vacation time, paid time off and other benefits.

All applications are strictly confidential.

If you are interested in this rewarding career opportunity with us, please send your resume in confidence, to [careers@eastcut.ca](mailto:careers@eastcut.ca) We thank all applicants for their interest, however only those selected for an interview will be contacted.