



**FULL TIME PERMANENT  
TERRITORY SALES REPRESENTATIVE  
HAMILTON BRANCH – NIAGARA REGION**

Our Hamilton Branch Sales team. As a sales professional, you are responsible to actively seek out all sales opportunities within the **Niagara Region** in support of the overall company sales targets. This includes building on established customer relations as well as identifying and pursuing new business opportunities.

You will be accountable to:

- Create a plan/strategies to allow you to meet or exceed sales and growth targets for your assigned territory
- Manage all aspects related to Customer accounts and provide excellent customer service to all Form & Build Customers
- Maintain a solid working knowledge of all products and their applications
- Complete ad hoc or other duties as assigned to support Branch operations

**Qualifications**

- 1 -2 years proven successful Territory Sales experience
- Solid knowledge of concrete and specialty products and/or construction fasteners/tools would be an preferred
- Exceptional communication, negotiation, presentation and interpersonal skills
- A team player with a strong customer service focus
- Self-motivated and expects and wants to produce tangible results
- Good organizational skills
- Computer literate

Compensation will consist of base salary, commissions, profit share, company vehicle and competitive benefits package.

If you feel you have the qualifications for this position please submit your resume and cover letter, including your salary expectations by **March 16, 2010** to:

**NIAGARA REGION TERRITORY SALES REP** Via email to [hr@formandbuild.com](mailto:hr@formandbuild.com)  
or FAX: 519 453 9905

*We wish to thank all candidates for their interest, however, only those selected for an interview will be contacted.*