



# Quebec Sales Representative

**Place of employment:** Quebec, Canada

This job opportunity in stormwater management is your chance to be a part of a booming industry and make your impact felt. As water becomes increasingly scarce, the world is recognizing it as the most important resource on the planet. By protecting it through stormwater management, you can gain invaluable skills while aiding a vital environmental pursuit. Plus, this sector continues to grow at a rapid pace offering endless possibilities for career advancement! Join today and unlock your full potential with BG!

BG-Graspointner is looking to recruit a **Quebec Sales Representative** who wish to grow its career and to be part of a unique international family-owned enterprise whose values are based on **innovative strength** and, above all, **sustainability**. Our focus on innovative strength and sustainability is what makes us unique in our market. In close contact with architects, engineers, and distributors, **we provide stormwater management systems solutions to collect rainwater on a multitude of projects.**

Our office is based in Montreal, across from the Canal Lachine (Saint-Henri) and is easily accessible by car and public transportation. We offer a work environment that encourages collaborative and cohesive teams in an open-spaced office.

We are a team of dynamic collaborators, that are passionate about their job and are helping our clients by providing them with solutions tailored to their needs. This team is our DNA and forms a family who share the same values and objectives. As a team member in our global, high growth environment, you will be challenged, inspired, and appreciated.

## Job requirements:

The **Quebec Sales Representative** should have the following:

- Advance experience with Microsoft Office suite (Power point, Excel, Word).
- Construction Industry & stormwater management knowledge and experience is required.
- Teamwork, presentation, project management, and verbal/written communication skills required.
- French fluency.
- Exposure in working on CRM platform.
- Ability to work effectively at all levels of organization.
- Customer driven and able to prioritize sense of urgency.
- Self-motivated individual able to multi-task effectively and work in a fast-paced environment.

## Brief description:

The **Quebec Sales Representative** shall be responsible (but not limited) to the following:

- Identify projects and build key client relationships with clients.
- Populate and manage customer database.
- Convert leads into sales.
- Increase and manage sales pipeline.
- Develop products awareness to engineering/architect firms.
- Gather and maintain intelligence on competitors' activities, pricing, and product range.
- Be accountable for performance based on defined tasks/objectives.

## Benefits:

- Competitive salary with annual salary review.
- Group Insurance programs (medical & life).
- Possibility of hybrid work.
- 15 holidays plus end of the year holidays (paid).
- Opportunities for advancement within the company.
- Internal & external professional training (up to 100% reimbursement of school fees).

Does the description fit you and has the position sparked your interest? Then take your next career step and send us your complete application documents. If you have any questions about the job posting, we look forward to receiving your e-mail.

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