TECHNICAL SALES SPECIALIST - WESTERN CANADA

EXACT builds game-changing technology for the concrete industry. We work with large constructors and precasters who are creating the roads, bridges, tunnels, and buildings of the future. Our mission is to make one of the biggest industries on earth more efficient, sustainable, and safe.

We have grown our customer base exponentially since our inception, fueled substantially by word-of-mouth. However, we are motivated to accelerate industry penetration and are seeking a dynamic **Technical Sales Specialist** to join our rapidly growing Sales team.

We have an immediate opening for a **Technical Sales Specialist** who will be tasked to build, and cultivate, our Western Canada portfolio. This region will cover British Columbia, Alberta, Saskatchewan and Manitoba.

Reporting to the Director of Sales, you will be tasked to drive sales growth in Western Canada, nurturing strong client relationships within the concrete construction industry.

Our ideal candidate will have previous experience in technical sales specifically in the construction and/or civil engineering industry.

In this role you will be tasked to:

- Develop and implement a strategic sales plan to achieve targets and expand EXACT's market presence in your designated territory
- Identify and capitalize on new business opportunities, leveraging prospecting and cold calling to generate leads
- Collaborate closely with internal teams, including Customer Success, Operations and Engineering to ensure seamless communication and alignment of sales objectives
- Stay current on industry trends, competitors, and market developments to identify potential challenges and opportunities
- Prepare accurate sales forecasts and reports, meticulously tracking activities and the sales pipeline through HubSpot, or similar CRM platform
- Cultivate and nurture relationships with our existing customers, delivering outstanding support to ensure client satisfaction and loyalty
- Conduct compelling product presentations and demonstrations of EXACT's solutions

To be successful in this position, you have:

- Minimum of 3 years in a technical sales capacity
- Strong experience building sales relationships with clients in Western Canada
- Solid understanding of construction materials, techniques, and processes, with the ability to effectively convey technical information to clients. Bonus if you have a passion for concrete!
- A proven track record of fostering and nurturing solid customer relationships

- Basic understanding of concrete testing and hot/cold weather concreting, capable of reading technical specifications, while not required, is an asset
- Exceptional negotiation, communication, and presentation skills, with a diplomatic, customer-centric approach
- Self-motivated and results-oriented, with the ability to thrive both independently and collaboratively in a fast-paced environment
- Strong empathy with proven ability to listen to customer concerns to identify, prioritize, and address their needs
- Experience using HubSpot or similar CRM
- Strong organizational skills and attention to detail
- Valid driver's license and willingness to travel throughout Canada and the USA as required
- Excellent spoken and written English

If you are interested in being a part of an exciting team that develops solutions for real-world problems, we'd like to chat with you!

Why work at EXACT

- We are a team of 50+ technical superstars and are welcoming to others who share our passion.
- Our culture is open, honest and inclusive.
- We're solving serious problems and having fun doing it.
- We're reducing the carbon footprint in a historically heavy carbon footprint industry.
- Our work has purpose. We're changing the face of concrete construction.

Our Workplace

EXACT is a fast-growing, Toronto-based technology company that develops digital solutions for the concrete industry. Since its 2017 inception, EXACT has empowered leading concrete constructors with its Monitor, Match, Cure and Track products across precast, infrastructure mass concrete, high-rise and ready-mix applications.

EXACT currently has team members in Ontario, Quebec, Alberta, California, Florida, Illinois, Nevada, Texas.

https://exacttechnology.com

To apply for this role

If you're excited about what you see, please send a confidential email to our Talent team at hr@exacttechnology.com.

EXACT is committed to creating an inclusive environment where all team members and clients feel like they belong. We seek applicants with a wide range of abilities and we provide an accessible candidate experience. If you need accommodation let us know.