



**MOUNTAIN VIEW
PRECAST**

Precast Sales Representative

Location: Saskatchewan (Regina / Saskatoon / provincial territory)

Employment Type: Full-Time

Compensation: Competitive base salary + commission, benefits package

About MVP

MVP is a leading provider of precast concrete solutions focused on quality, reliability, and building lasting relationships with contractors, engineers, builders, and project partners across Alberta, BC, and Saskatchewan. We pride ourselves on delivering exceptional products and first-class service backed by industry expertise and local market knowledge.

Role Overview

As the Precast Sales Representative for MVP, you will be the face of our precast product line, driving sales growth across the province. You'll blend technical product knowledge with consultative sales skills to develop opportunities, build strong long-term relationships, and close business on construction and infrastructure projects of all sizes.

Key Responsibilities

- Identify and pursue new business opportunities within the construction market in Saskatchewan.
- Identify and pursue new business opportunities within the Agricultural market in Saskatchewan
- Build and maintain strong relationships with contractors, developers, project managers, and other industry stakeholders.
- Conduct client presentations and technical discussions to explain product features, benefits, and solutions.
- Manage sales pipeline and customer interactions using CRM tools and reporting tools.
- Collaborate with internal teams (estimating, production, logistics) to ensure accurate project delivery and client satisfaction.
- Monitor industry and competitor activity, market conditions, and trends to inform sales strategy.
- Represent MVP at industry events, trade shows, and networking opportunities.
- Travel within Saskatchewan as required to meet clients and develop market presence.





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Qualifications

- 3+ years of sales experience. Experience within the construction industry, general knowledge of the agricultural market. Experience in Project management, account management,
- Knowledge of structural/architectural drawings and specifications.
- Strong communication, negotiation, and relationship-building skills.
- Ability to understand and discuss precast product applications, construction plans, and project requirements.
- Proven track record of meeting or exceeding sales targets.
- Self-motivated, goal-oriented, and comfortable working with independence and accountability.
- Valid driver's license and willingness to travel throughout the province.
- CRM and Microsoft Office proficiency.
- Willingness to Travel within the territory 75%

Assets (not required but a plus):

- Technical diploma or degree in Business, Engineering, Construction Management, or related field.
- Experience with CRM systems like Salesforce/B2W or estimating tools.

What We Offer

- Competitive base salary + commission.
- Comprehensive benefits (health, dental, vision, disability).
- Professional development and industry networking support.
- A collaborative team environment with growth potential.

