

Master Builders Solutions offers innovative and sustainable products and solutions for various sectors of concrete construction. Our employees form a global community of construction chemicals experts that are passionate about solving our customers' specific challenges at all stages of construction as well as throughout the lifecycle of the concrete structure. We constantly strive to solve tomorrow's challenges through our talented people, sound science, innovation, and communication with our global partners. We provide new solutions to satisfy industry demand for specific structure strengths, while understanding the need for sustainability and environmental consciousness.

Master Builders Solutions employs around 1,700 employees in over 20 countries. We combine enormous technological know-how and develop innovations that help our customers to be successful and sustainable in construction. For you, this means a variety of ways to contribute and succeed. Performance and results matter, and we equally value people collaboration and building a culture of industry champions that leads to employee pride and loyalty.

We are looking to hire a **Sales Development Specialist** with experience in precast concrete to support our business across Canada.

Primary responsibility:

- Drive growth opportunities through our network of concrete industry contacts, customers, sales representatives and prospects
- Collaborate with other MBS employees to represent and promote our brand at associations and committee meetings; as well as help advance initiatives that support the greater good of the industry
- Lead efforts to execute MBS strategies within the Structural and Utility precast segments
- Help demonstrate and create value through innovative and sustainable concrete admixture solutions
- Open the doors to unsold customers and assist with testing and industrial trials to increase our market share
- Collaborate with Strategic Account Management to support RFPs with large national customers
- Implement and comply with company initiatives, policies and procedures

These skills and experiences will make you a good fit for this role:

- A Bachelor's Degree is required, experience in lieu of education will be considered.
- A minimum of 5 years of industry experience
- A minimum of 5 years of experience in account management and sales with a demonstrated history of closing new business and driving technology
- In depth knowledge of concrete mix design such as self-consolidating concrete, high flow concrete, normal concrete, UHPC, low slump concrete as it pertains to the precast industry
- Knowledge of wet cast, dry cast and precast production processes and how they affect mix optimization, and production efficiency.

- An understanding of the key drivers within the Concrete Industry (Precast specific experience preferred)
- Excellent presentation and communication skills
- Intermediate computer skills
- Basic financial and market analysis skills
- Excellent interpersonal and negotiating skills
- Strong planning and time management skills
- Act with Entrepreneurial Drive
- Demonstrate Customer Focus
- Drive Sustainable Solutions
- Travel as required throughout Canada

What we can offer you as an employee of Master Builder Solutions

The total rewards that you receive as a Master Builder Solutions employee goes way beyond a paycheck. From competitive health and insurance plans to robust retirement benefits that include company-matching contributions, to making sure you never stop learning, we believe investing in you is investing in our success. Working for a dynamic, industry leading global organization, you'll have a chance to grow professionally and personally, expand your network and build a rewarding career.

Master Builders Solutions strongly supports employee involvement through collaborative thinking and teamwork, while ensuring the safest work environment for all. We reward our employees with a challenging work environment, continued enrichment through educational development and lifelong learning.

- We want to *empower* our teammates to make the best decision possible based on their personal experiences
- We want our employees to take *ownership* of their roles and responsibilities
- We want everyone to take positive *action* toward achieving goals
- We encourage and foster *leadership* development inside and outside the company, regardless of role

Come BUILD YOUR CAREER with Master Builders Solutions!

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or veteran status.

LOCATION: Based in the Greater Toronto Area but travel to rest of Canada is required.

Email your cover letter and resume stating the position title Precast Development Specialist – Canada and position designation (23923 -DST) to Donna.Williams@masterbuilders.com