



3955 Quadra St. Victoria, BC • 250-479-7151

Door and Window Sales Associate – Lumberworld Operations Ltd.

Are you a driven, independent, self-starter who constantly strives to be number one and has a proven track record of developing new and nurturing lasting relationships? If so we need to talk to you.

We are a premier lumberyard supplying a wide range of construction materials to commercial and residential construction projects throughout the greater Victoria area. This includes but is not limited to dimensional lumber, plywood, drywall, insulation, steel stud, mouldings & millwork, doors and windows. We need a confident, persuasive individual who is focused on details and thrives on a challenge. We provide independence and an exciting, fast paced and fun work environment.

We offer:

- Competitive salary
- Health & Wellness Benefits package
- Employee Discount program
- Excellent training programs and career development opportunities

Job Responsibilities:

- Achieve sales goals by representing Lumberworld within the building industry
- Develop long lasting relationships with builders, contractors, architects, professional remodelers and trade organizations
- Continually strive for 100% "Very Satisfied" business partners
- Provide project quotes to builders and retail customers, enter delivery/special orders and assist in purchasing
- Build strong customer relationships through reliable call backs, follow up on deliveries and awareness of project timelines to foresee customer needs
- Keep management informed through submission of activity and results reports
- Recommend changes in category products, services, and policies by evaluating results and competitive developments
- Be a source of knowledge in the window and door department

- Understand paperwork systems and quality standards
 - Interact with door production personnel
 - Advise supervisor of inventory or other product concerns
 - Ensure regulations, company policies and procedures are followed
 - Maintain safety procedures at all times
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- Contribute to the implementation of lean manufacturing principles
 - Assume other duties as assigned by management

Qualifications:

- Bachelor's degree from four-year College or University; or 2 to 4 years related experience and/or training including sales/technical product expertise; or equivalent combination of education and experience
- A track record of success supported by result and achievements
- Technologically advanced
- The ability to develop business strategies that lead to a presentation of opportunities and solutions to a prospective account
- 3+ years of sales experience
- Door and window product knowledge
- Knowledge of building supplies and construction practices
- Self-starter, detail oriented with disciplined work habits
- Take responsibility for errors made and a job well done, notifying customers and supervisors as soon as mistakes are realized
- Superior communications and organizational skills
- Ability to work independently and as part of a team
- Action-oriented attitude and ability to adapt to a fast-paced environment
- Physically able to perform tasks that require prolonged standing, sitting and other activities that are necessary to perform job duties
- Physical ability to move large , bulky and/or heavy merchandise up to 50 lbs, repeatedly
- Flexibility in work schedule to meet the demands of the store and management.

Apply today at careers@lumberworld.net to learn about your future as a team member of Lumberworld.