



Inside Sales Representative

Place of employment: Montreal (Quebec)

BG-Graspointner, **a leader in stormwater solutions**, seeks an **Inside Sales Representative** to join our Montreal-based North American team. This role suits someone eager to advance their career in a family-owned company that values **innovative strength and sustainability**. Our North American presence, though small, is expanding, with a **focus on growing our Montreal hub and enhancing our market position through partnerships with drainage market leaders**.

Our team is multicultural and brings over 60 years of global experience in water management. You will join a dynamic, growth-oriented environment, benefiting from both a small, entrepreneurial team and the support of a larger European organization. The role involves driving product specification with engineers and architects, growing project pipelines, and integrating our solutions into projects from design to installation. We value a proactive, team-oriented approach and commitment to our company's unique market position and goals.

Job requirements:

The **Technical Support Representative** should have the following:

- Ability to read and understand architectural and engineers' civil construction plans.
- Advance experience with Microsoft Office suite (Power point, Excel, Word).
- Experience or understanding of working with a CRM Sales platform.
- Ability to talk to customers and communicate in a technical and professional manner is a must.
- Ability to prioritize and focus on important tasks and initiatives.
- Construction Industry & stormwater management knowledge experience is an advantage.
- Understanding of technical sale would be a benefit.
- Professional presentation, and clear and concise verbal/written communication skills required.
- English mother tongue is a must.
- Self-motivated individual able to work remotely if needed (hybrid).

Your responsibilities:

The **Technical Support Representative** should have the following:

- Identify new specifier customer and build lasting relationships.
- Populate and manage customer CRM database.
- Grow, populate and manage project sales pipelines.
- Identify project opportunities and nurture these through all phases of the projects (design to install).
- Convert leads into sales to meet agreed upon project sales targets.
- Gather and maintain intelligence on competitors' activities, pricing, and product range.
- Be accountable for performance based on defined tasks and sales objectives.

We offer you:

- Competitive salary with annual performance-based salary review.
- Group Insurance programs (medical and dental).
- 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 suit you and has the position piqued your interest? Then take the next step in your career and send us your complete application documents. If you have any questions about the job advertisement, we look forward to receiving your e-mail.

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