

Inside Contractor Sales Specialist/Estimator – Lumber and Building Supplies

Who we Are -

Akins-Brewer Lumber is a division of Adams Building Supply Limited, a growing family owned and operated, multi-store enterprise providing quality lumber and building supplies with outstanding service and value to professional and retail customers in Southern Ontario. We are looking to continue to grow and develop new customer relationships, while increasing our service levels to our strong existing customer base. To achieve this we are looking to add an Inside Contractor Sales Specialist/Estimator to our team at our location in Shakespeare.

About you -

You possess enthusiasm as well as a positive attitude, enjoy dealing with people, and are willing to go the extra mile to ensure our customers receive the outstanding service experience they deserve. You are responsive, a problem solver and possess strong written and verbal communication skills. You have a strong understanding of construction techniques, the building code, an ability to read blueprints and generate accurate materials takeoffs. You work well with others in a collaborative environment.

The Job -

Reporting to the Manager of Sales & Estimating, principal duties will include but are not limited to –

- Be the principal contact and maximize sales opportunities with our contractor customers predominately in-store, via phone or email, with occasional site visits required.
- Develop a professional relationship with customers to build trust and loyalty.
- Provide material take offs and prepare accurate, timely estimates from customer provided drawings and blueprints.
- Work with sales and yard staff collaboratively to assist in coordinating deliveries of product and dealing effectively with and solving any issues to customer satisfaction by checking in regularly on our ongoing projects.
- Generate new business opportunities by building a professional network of contacts, as well as regularly representing the company at industry networking events (i.e. Homebuilders Association).
- Be aware of competitor policies, pricing and activities in our marketplaces and assist in generating strategy using our core strengths to overcome any challenges.
- Have an understanding of or be willing to learn processes and strategy for bidding on tendered projects.
- Assist with retail customers and cover sales desk when needed.
- Assume other duties as required.

Adams Building Supply Limited offers a competitive compensation package including a health and dental benefits plan.

Why Akins-Brewer?

As part of Adams Building Supply Limited, exciting times are ahead for Akins-Brewer Lumber. We've been experiencing tremendous growth and are continuously working

hard to position ourselves as a leader in the building supply industry. We strongly value the input and opinions of our staff and solicit it regularly when setting our strategy. We're family oriented and strive to be an enjoyable place to work. We take our jobs seriously but not ourselves. Due to our continued growth, opportunities for advancement will exist within our stores.