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1.800.665.4499
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TECHNICAL INSIDE SALES – CUSTOM FABRICATION DIVISION

Position Overview: Our Technical Inside Sales Representative (TISR) will professionally represent the products and services we provide in our fast – paced business environment! The main scope of this position is to increase business and provide operations & technical support our Custom Fabrication Division. The candidate will have technical experience, be an expert in building relationships, possess strong organizational skills and have the technical drawing & design abilities to create customized solutions that transform into new business opportunities for new and existing customers.

Applicants must be legally permitted to work in Canada, as such international candidates will not be considered at this time.

Specific responsibilities:

- Process orders on the SalesPad system, full management of own projects from quality oversight to shipping of final product
- Provide accurate quotations, technical support, literature, and other support materials to customers
- Presenting and selling value-added customization services
- Responding to emails, web leads, phone calls and assist with walk-in customers
- Estimating of shop labour, materials, and equipment for quoting and selling projects
- Develop expertise in products, applications and technical service ability through self-learning and working through actual situations with customers and other team members
- Provide technical support and maintain relationships with contractors and local governments for large and small-scale infrastructure projects.
- Maintaining accurate project notes and customer information in SalesPad/ERP systems to maintain real-time Sales and Inventory records
- Manage shop inventory and place purchase requests to keep stock at established levels
- Coordinate with Custom Fabrication Team Lead/Fabrication Team Lead to schedule projects/orders into shop, have projects waiting to improve shop throughput.
- Create and manage manufacturing orders (MO's) – make sure complete and accurate prior to going to the shop
- Quality control of all projects going through the shop
- Provide drawing and design support mainly for Custom Fabrication Division and occasional support for other Divisions. (Update and populate drawing library with approved drawings and make accessible to all – i.e. PDF's)
- Document BARR Plastics known design standards for constructing Custom Tanks and update as new custom tank projects come through the shop
- Improve processes and move shop estimating, quoting and sales order processing to SalesPad. Update estimating tools as time permits



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- Meeting/exceeding established sales objectives and other duties
- Position requires technical field support and on-site visits.

Qualifications include:

- 5 years of inside sales or project coordination experience in a similar wholesale, distribution, and manufacturing environment with a proven track record
- Post-secondary education required, preferably a certificate or diploma in a technical discipline – i.e. Mechanical Technologist
- 2D/3D AutoCAD/Solid Works knowledge and ability is required
- Mechanical aptitude, with the ability to read and understand drawings with the ability to contribute and hold technical discussions with contractors and engineers
- Proven organizational skills and efficient use of technology tools
- Exceptional customer service skills with an interest in building business relationships
- Excellent active listening, communication, and interpersonal skills with the ability to communicate clearly and effectively over the phone or in person.
- Must be fully fluent in English both verbally and in writing.
- Strong influencing, presentation, and negotiation skills
- Candidate must be able to work in a team environment as well as work independently
- Strong problem-solving ability
- Small project estimating background considered an asset
- General knowledge of liquid and materials handling considered an asset

Salary: Salary offer will be competitive, determined on applicant's level of experience with the ability to grow based on performance. You will receive three weeks of vacation. The position offers a benefit package which includes Extended Health / Long Term Disability / Life Insurance / Accidental Death & Dismemberment (ADD) / Dental. Life/ADD & Long-Term Disability is paid 100% by employee so any benefits collected are free of income tax.

About BARR Plastics: BARR Plastics is a 50 + year family-run firm located in Abbotsford, BC Canada. BARR Plastics is known throughout North America as a prominent, innovative provider and custom fabricator of plastic tanks and liquid handling systems for a very broad range of applications. Our focus is mainly centered on environment-enhancing applications related to the best handling of water, wastewater, rainwater, food and chemical solutions. BARR is focused on maintaining and growing a viable and profitable enterprise with product and service divisions that are in high and enduring demand. We maintain a highly engaged and motivated team of individuals. Together they produce exceptional results based on our customers' needs. Each team member plays an active role in providing products and solutions that benefit our environment, our customers and the communities in which they operate. View our website at www.barrplastics.com



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How to Apply: Qualified applicants should match their skills and experience to our requirements. If this is you, submit a recent copy of your resume with a cover letter stating how your true abilities and experience match the requirements of this role to Nikki Barrett at nikki@barrplastics.com referencing the Technical Inside Sales Representative employment opportunity.

No agencies or phone calls please. BARR Plastics thanks all applicants for their interest. Please note, only those applicants selected for an interview will be contacted.