Outside sales Representative

Pay: From CA$70,000.00 per year

Job description:

JPD Staffing supplies reliable, skilled workers to the contractors and developers building Metro Vancouver and the Fraser Valley. We're hiring one Outside Sales Representative to open doors, win new clients, and grow a book of business that's yours to build. If you're confident walking onto an active jobsite, introducing yourself to a site superintendent, and turning that first conversation into repeat orders, keep reading.

About JPD Staffing

We're part of the JPD family of companies, alongside JPD Contracting, so we understand construction because we work in it every day. Our dispatch and operations team fills crews quickly and correctly, which gives you a real product to sell and a team that backs up every promise you make to a client.

What You'll Do

· Hunt for new business: cold-call and visit active jobsites and contractor offices across your territory

- Sit down with decisionmakers to understand their labour needs, schedules, and pain points
- Prepare quotes using JPD's approved pricing and follow up on every opportunity
- Grow and keep your accounts through regular check-ins and site visits
- Work hand in hand with dispatch and operations so every request is filled right
- Track your activity and follow-ups in our CRM
- Hit clear monthly sales targets and see the results in your paycheque

What You Bring

· Proven outside sales experience, ideally in construction staffing or the construction industry.

- Confidence in cold-calling, prospecting, and visiting active construction jobsites.

- Strong communication, negotiation, and relationship-building skills.
- Ability to develop new business opportunities and establish long-term client relationships.
- Experience building relationships with general contractors, subcontractors, project managers, and site supervisors is an asset.
- Demonstrated ability to generate leads, manage a sales pipeline, and close new business.
- Self-discipline, organization, and consistent follow-through on commitments.
- Results-driven, with the ability to work toward sales targets and revenue goals.
- Working knowledge of Microsoft Outlook, Word, and Excel, and comfort using a CRM system.
- Valid driver's licence and reliable vehicle for client meetings and jobsite visits.
- Knowledge of the local construction industry and established industry contacts is an asset.

What We Offer

- Starting at $68,000.00-70,000 base salary (negotiable based on experience)
- Car allowance
- RRSP matching plan
- Extended health benefits
- Reimbursement of approved business expenses
- Company-provided laptop and phone
- Structured training plan to set you up from day one
- Full dispatch and operations support behind you

The Details

- Job type: Full-time, permanent
- Location: Lower Mainland
- Schedule: Monday to Friday
- Reports to: General Manager

Benefits:

- Casual dress
- Company events
- Dental care
- Extended health care
- Mileage reimbursement
- RRSP match
- Vision care

Application question(s):

- Do you have previous outside sales experience in the construction industry?
- Do you have previous outside sales experience in the construction industry, including prospecting for new clients, conducting in-person client visits, and developing new business opportunities?

Experience:

· Construction staffing sales: 1 year (preferred)

Language:

· English (required)

License/Certification:

· Class 5 License (required)

Location:

· Lower Mainland, BC (required)