

Job Title:	<b>Inside Sales Product Specialist</b>
Reports To:	Sales & Marketing Manager

**Core Duties/responsibilities:**

- Supports the Dashwood sales team including direct sales representatives, dealer sales personnel and inside sales personnel by reviewing and coordinating and presenting non-standard, custom and specialized product and project specifications and pricing.
- Provides assistance and instruction to sales team-members and customers relative to non-standard, custom and special products and projects in support of the sale
- Establishes productive professional relationships with sales team, customers and other related internal and external support groups.
- Coordinate the involvement of other company personnel when needed including support resources, team members and management
- Provides feedback to management on industry trends and customer feedback based on market needs
- Other duties may be assigned by the Sales Manager

**Supervisory Responsibilities:**

No direct supervisory responsibilities.

**Skills/Competencies:**

- Believes in self, company and marketplace and is interested to learn and growing. Takes responsibility for own success, accepts challenges as an opportunity to succeed. Works independently, able to prioritize demands of team members in the best interest of the company
- Sales Acumen: effectively builds and maintains partnerships with colleagues and customers. Contributes to sales team and company success.

**Accountabilities and Performance Measures:**

- Maintains high customer satisfaction ratings
- Responds to special product information and pricing requests within a specific time frame.
- Supports initiatives that ensure corporate growth and profitability

**Qualifications and Experience:**

- university or college degree from accredited institution preferred
- 2-3 years inside sales experience in an industry related to business to contractor or business to business environment
- general construction knowledge
- window and door knowledge/experience an asset
- PC proficiency

**NOTE** – Only those requested for an interview will be contacted. Please send resume to:

Human Resources

[hresources@dashwood.com](mailto:hresources@dashwood.com)

Fax: 519-228-2076