

Job Description

Job Title: Architectural Representative – Eastern Canada

Location: Sto Canada Ltd. (based in Toronto area)

Reports to: Regional Manager (Eastern Canada)

Purpose:

As an integral member of the Sto Canada team, the general purpose of the position is to promote Sto's products & systems to the specifying influences in Eastern Canada (Ontario, Quebec and Atlantic Canada). This position will work closely with our existing sales force and distributors while calling on specifying influences, including, but not limited to: specialty consultants, architects, designers, Spec writers, code officials, developers and Owners.

Essential Duties & Responsibilities (includes, but not limited to):

- Call on specifying influences (e.g., architects, engineers, owners, etc.) with the primary purpose of getting Sto products & systems established as the basis of design in construction specifications, or at least getting Sto listed as an acceptable alternative.
- Develop these relationships so you can eventually reach the first goal.
- Collaborate with the Sto Canada sales force and distributor network to ensure the greatest possibility that Sto products will be used on construction projects.
- Collaborate with Sto Corp. Inside Sales and ensure new projects are entered into Sto's CRM and project tracking (SalesForce.com). Communicated project information downstream and ensure proper coordination with Sto reps, local distributors and contractors.
- All calls, appointments, meetings, and activities will be tracked in Salesforce.com.
- Establish yourself as the expert on Sto products and systems.
- Participate and maintain active membership in necessary industry associations.
- Collaborate with R & D and Product Development to facilitate product improvements and product development.
- Perform other duties as assigned.

Knowledge/Skills/Abilities:

- Bachelor's degree in architecture, engineering or related technical discipline preferred. Equivalent work experience in the area of Construction building practices, Air and Moisture barriers, Building Science may be substituted for the degree requirement.
- 5-7 years in related experience that includes: architecture calls, construction specifications and a general knowledge of the construction industry in Canada.
- Proficient in Microsoft office (particularly Excel and PowerPoint) and general computer skills.

- Product line development, product rationalization analysis and technical product literature development, including data sheet and product guide specifications.
- Experienced in architectural and engineering formal presentations, also to include general contractors, applicators/specialty contractors and builders.
- Be a team player, willing to work for the improvement of the team and its goals.

To Apply:

Submit your resume/CV and cover letter to Jobs@StoCorp.com. Job ID: ARCH-EAST