

Organizational Overview

REHAU is the premium worldwide brand for polymer-based innovations and systems in construction, automotive and industry. You encounter our systems every day, without noticing them. While they may be invisible, their benefit is always tangible. More than 14,000 employees at 170 locations worldwide apply their expertise and innovative capabilities to ensure the continuous growth of our independent privately-held company.

People drive REHAU. To us, fostering the development of a diverse group of employees is of central significance. We will advance your career if you are willing to perform and display a readiness to apply yourself.

We are looking for someone who will embrace our corporate culture, values and principles. We promote personal development, self initiative and a sense of responsibility in order to support all our employees in fully developing their individual strengths.

Executive Summary

REHAU Incorporated is seeking an ambitious, experienced Account Representative for its Building Technology Business Unit. The sales region encompasses the interior British Columbia and Southern Alberta areas. The Account Representative will work from a home office in the area. In this role, you will manage key accounts within the region. You will develop new business in the area to ensure REHAU market presence and provide product training and promotional support at Distribution.

Other responsibilities:

- Identify target customers, present REHAU solutions, generate end user demand and supply customer support
- Generate market demand by presenting products and solutions to engineers and general contractors
- Generate sales volume by identifying and tracking commercial/residential projects
- Conduct regional training seminars to distribution, end-users and engineers

Education:

-Bachelors degree in a relevant business field or similar degree preferred. Equivalent experience will be considered.

Experience:

- 5 years of technical sales experience in heating and/or plumbing industry
- Willingness to travel
- Strong verbal, written and presentation skills

Attributes:

- Organized and driven by challenging work
- Confident and able to make recommendations for improvements and create new procedures
- Willingness to deliver excellent service to both internal and external customers

Please visit our website at www.REHAU.com for additional company information.

Send resume to:

REHAU Incorporated
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