



JOB #	<b>2033</b>
JOB TITLE	<b>A&amp;D Specification Manager - Flooring</b>
JOB LOCATION	Vancouver, BC
REMUNERATION	Base salary, commission incentive, vehicle allowance + employee benefits
ABOUT THE COMPANY	The hiring company has a long & successful track record of launching innovative products to meet the needs of the <b>flooring</b> market. Investing in R&D, building strong business relationships and a talented marketing and design team are what have assisted our company in being positioned as a market leader.
JOB DESCRIPTION	<p>The primary objective for this role is to grow the A&amp;D Specification process for the company's product portfolio, being responsible for lead generations, customer development, and ultimately gaining specifications in the territory while working closely as a team unit with the Manager Builder Division.</p> <ul style="list-style-type: none"> <li>- Identify, initiate, build, and maintain relationships with key architects, designers, builders and product specifiers within the relevant A&amp;D network to increase market share and increase overall sales volume.</li> <li>- Target markets include Residential (multi-family and single home), Property management, commercial and corporate offices.</li> <li>- Introduce our product portfolio and build brand awareness by making regular face to face calls to existing and new specifiers (to include all soft and hard surface product lines), with a focus on product presentations and uncovering new project opportunities in order to secure specifications</li> <li>- Conduct 'lunch &amp; learn' product presentations, updating of firms product libraries</li> <li>- Research new project leads to identify new business opportunities</li> <li>- Work independently, cooperatively, and enthusiastically towards the company and team's goals and directives.</li> <li>- Communicate regularly with sales team (VP &amp; TMs) to ensure pull-through of specified products</li> <li>- Work with the marketing team to develop programs for architects and designers.</li> <li>- Service existing as well as targeted accounts to nurture relationships and increasing key product specifications.</li> <li>- Provide the highest level of customer service and professionalism by generating and managing specifications from product selection through product delivery and job completion, and manage any client issues.</li> <li>- Set up &amp; maintain client displays and merchandising samples. Implement creative marketing schemes as required</li> <li>- monitor competition by gathering current information on pricing, products, and merchandising techniques.</li> <li>- Analyze client product needs, growth patterns, and market trends.</li> <li>- Utilize the company's CRM and other resources to track and report call activity, project tracking, and presentations.</li> <li>- Schedule and conduct PK sessions with the A &amp; D community, builders, and developers when appropriate. Active involvement with all industry related trade shows.</li> </ul>



HOW TO APPLY

Please email your resume (cover letter optional) to [info@philiprecruitment.com](mailto:info@philiprecruitment.com)

*We thank all applicants for their interest, however, only those selected for an interview will be contacted.*

*If this is not the right time or role for you, but you suspect it could be a great opportunity for a qualified candidate, feel free to forward this information to them and have them contact us directly.*