



**SALES ENGINEER**  
ABBOTSFORD, BC  
**\$65,000 - \$75,000 + BONUS**

## ABOUT THE COMPANY

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BARR Plastics is a family-run firm located in Abbotsford, BC, Canada, that has been serving customers for over 55 years. BARR Plastics is known throughout North America as a prominent, innovative provider and custom fabricator of plastic tanks and liquid handling systems for a very broad range of applications. The focus is centered on environment-enhancing applications related to the best handling of water, wastewater, rainwater, food, and chemical solutions. BARR prides itself on maintaining and growing a viable and profitable enterprise with product and service divisions that are in high and enduring demand. The company maintains a highly engaged and motivated team of individuals who produce exceptional results based on customers' needs. Each team member plays an active role in providing products and solutions that benefit the environment, customers, and the communities in which they operate. For a better understanding of the products offered, visit the website at [www.barrplastics.com](http://www.barrplastics.com).

## ABOUT THE ROLE

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The Sales Engineer (SE) at BARR Plastics will professionally represent the products and services provided in a fast-paced business environment. The main scope of this in-office technical sales position is to increase business and support the Stormwater Management Division. The SE will have civil construction experience, be an expert in building relationships, possess strong organizational skills, and have the technical drawing and design abilities to create customized solutions that support the division in new business opportunities. The ideal candidate will have strong initiative and possess a "can do" attitude.

## KEY RESPONSIBILITIES

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- Develop expertise in products, applications, and technical service ability through self-learning and working through actual situations with customers and other team members.
- Provide drawing and design support mainly for the Stormwater Management Division and occasional support for other divisions.
- Provide accurate quotations, technical support, literature, and other support materials to customers.
- Drive specification work with engineering firms, municipalities, general contractors, and customers/influencers for large and small-scale infrastructure projects.
- Maintain accurate project notes and customer information in ERP/CRM systems to maintain real-time sales and inventory records.
- Fully manage own projects from quality oversight to shipping of the final product.
- Present and sell value-added customization services.
- Respond to emails, web leads, and phone calls, and assist with walk-in customers.
- Meet/exceed established sales objectives and other duties.

- Process orders on the ERP system, Microsoft Dynamics GP.
- Provide technical field support and on-site visits.

## SKILLS AND QUALIFICATIONS

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- A minimum of two years of engineering consulting and project coordination experience in construction, civil, or mechanical environments, or an equivalent of technical sales experience.
- Post-secondary education required (preferably a certificate, diploma, or degree in a technical discipline – i.e., Civil or Mechanical Technologist).
- High-level skill and ability in 2D/3D AutoCAD/Solid Works is required.
- Civil/Mechanical aptitude, with the ability to read and understand drawings and contribute to and hold technical discussions with contractors and engineers.
- Proven organizational skills and efficient use of technology tools.
- Exceptional customer service skills with an interest in building business relationships.
- Excellent active listening, communication, and interpersonal skills with the ability to communicate clearly and effectively over the phone or in person.
- Must be fully fluent in English both verbally and in writing.
- Strong influencing, presentation, and negotiation skills.
- Ability to work in a team environment as well as independently.
- Strong problem-solving ability.
- Hands-on civil construction or mechanical experience is considered an asset.
- A small project estimating background is considered an asset.
- General knowledge of liquid and materials handling is considered an asset.

Qualified applicants should align their skills and experience with the role's requirements. If this describes you, please submit your resume and a cover letter detailing how your abilities and experience meet the job criteria to [laise.sato@mnp.ca](mailto:laise.sato@mnp.ca). The position offers three weeks of vacation and a comprehensive benefits package, including Extended Health, Long Term Disability, Life Insurance, Accidental Death & Dismemberment (ADD), and Dental. Notably, Life/ADD and Long-Term Disability are fully employee-paid, making any benefits collected tax-free. Additionally, the role includes an excellent training program, supporting entry-level with technically trained members, with opportunities for an expenses paid trip to Germany in first two-year of service for product training and support.

We thank all interested applicants; however, only those selected to move forward will be contacted. Based physically onsite each day at their Abbotsford office, preference will be given to candidates currently residing in the Fraser Valley. We would like to ask all applicants to apply through the official process managed by MNP and to avoid speculative approaches.