

Job Opportunity - Technical Sales

Location: British Columbia (remote)



High performance building
+ Off-site construction

Collective Carpentry is in search of an experienced Technical Salesperson for our growing team.

Collective Carpentry is a high-performance off-site construction and manufacturing company which designs and fabricates super-insulated panelized building assemblies for homes and other building types at two facilities in Invermere, British Columbia, and delivers and installs them across western Canada and the western United States. The company was established in 2006 and has been building off-site since 2014. The company supports architects, clients, and other building professionals in building to Passive House standards of energy efficiency, comfort, and performance as a means to providing solutions to housing, climate, and other environmental, social, and economic challenges.

The ideal Technical Sales candidate will have an interest in sustainable, ecologically-minded building practices and be comfortable working in a small company environment. They will possess experience selling highly customized, technical, complex products for the building industry. They are a self-starter who will offer ideas, support, and active engagement with a variety of the company's employees, partners, clients, and other collaborators. See more about our company's team and values at collectivecarpentry.com.

The Technical Sales role is a **part-time multifunctional role** (evolving to full-time for the right candidate) that will be performed remotely, with the expectation to be on the road traveling to jobsites, architecture offices, and conferences and other events approximately 20-30% of the time. The person can be based anywhere in British Columbia, though preference is given to a location that is either centrally-located, in a major urban area, or close to a regional airport.

Responsibilities include:

- Self-educate on company products, solutions, and the building structural, hygrothermal, energy, and architectural dynamics to which they contribute
- Communicate with and educate potential customers or influencers, be they architects, developers, engineers, consultants, or other building owners
- Contribute and/or develop sales materials and strategies specific to the challenges faced by target customer profiles (custom home architects & General Contractors, low-rise multifamily developers, architects, and General Contractors)
- Send email campaigns, targeted emails, and print brochures, make phone calls, and schedule and complete in-person meetings to further conversations about integrating prefabrication into clients' business models
- Follow up regularly with incoming and self-generated leads
- Track interactions using the company's Customer Relationship Management platform (CRM)
- Review and understand architectural and structural drawings in order to be able to propose a scope of work appropriate to the company's capabilities and the project's needs
- Work within excel and company pricing databases to develop proposals of various levels of detail throughout the architectural design process
- Contextualize pricing information for different client types based on comparisons to site-built construction and savings in time and overhead on site
- Work collaboratively with the Collective production team to understand production lead times and incorporate planning feedback to the pricing and timelines communicated to clients
- Negotiate and secure contracts for panel production and installation services
- Manage travel expenses according to a budget
- Attend conferences and exhibit Collective Carpentry solutions; network with industry professionals
- Represent Collective as the face of the organization
- Provide feedback to management about tactics, strategies, reception, and future planning
- Positively contribute to a safe, inclusive, fun, and rewarding work environment!

This role may evolve to full-time depending on traction, needs, and market conditions. Collective Carpentry offers a challenging work environment, competitive wages, and advancement opportunities, as well as benefits packages for full-time employees and profit sharing for employees after one year of employment. Collective Carpentry believes in diversity, inclusion, and providing opportunities for disadvantaged and marginalized communities.

Interested candidates, please send a resume and cover letter to info@collectivecarpentry.com.

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