

Heather Ferris

*InSinkEerator Canada
Eastern Regional Sales Manager*



How did you get your start in the Plumbing & Heating industry?

As a cashier at Glenbriar. I found cash boring & asked to be transferred into the plumbing showroom. The manager tried to scare me off (I think) by making me agree to work for 3 months in the parts department. But I agreed & here I am!

What is your current job and what do you love about it/why have you stayed?

I love teaching people about the product & why they should own one/why it's good for the environment. It's a product I feel good about selling. I also have lots of opportunities for growth & education within the company.

What is the best career advice you ever received?

Failure is part of success- from Valerie Malone.

If you could go back in time and give your younger self career advice, what would it be?

Failure is part of success! Failure is how we learn & grow- you can't get it right the first time all the time.

What is the most unusual job you have ever had (in any industry)?

My first job- putting stickers on paper samples at the paper company my mom worked for.

What do you look forward to professionally/where do you see yourself going?

I'd like to expand into the NSM role at InSinkEerator at some point.

What energizes you outside of work?

Knitting (love loom knitting!), my Wii Fit Plus, spending time with my son & my boyfriend, learning new things.

Do you have personal goals/dreams that you're working towards?

Doing renovations in my current house so my boyfriend & I can sell our houses & move into a bigger one with my son. Also working towards losing 36lbs (10 more to go!). I've taken some EQ courses & am working at implementing that in everyday life.

What is the biggest obstacle you've had to overcome?

Sexism in the workplace. I've always had jobs in male-dominated fields & I've had to overcome harassment & men not believing I know what I'm talking about just because I'm a woman.

What is your "superpower"/what are you really good at?

Learning to do things on my own. I did small renos to 2 bathrooms after my stepfather helped me with the first!

How do you challenge & inspire yourself to grow?

I remind myself that challenging myself is where I got to where I am. If I want things to get even better, I can't just sit & do nothing.

How would you/what would you say to attract other women to join our industry?

Plumbing & Heating isn't just about working under the sink or at the furnace. There are so many options for careers in our industry that you're bound to find something that interests & suits you

Are you willing to have readers connect with you?

Yes: Heather.Ferris@Emerson.com