

REGIONAL SALES MANAGER – WESTERN CANADA

Objective & Purpose

- This position is responsible to develop existing customers and to research available databases for new customers to provide sales growth year over year to meet and/or exceed the established sales budgets.
- This position is responsible for the sales and profit growth in the individual established territories to meet company targets, budgets and expectations.

Principle Duties & Responsibilities

- Responsible to manage the day-to-day activities related to the database for the following but not limited to;
- Create pricing structures for individual customers
- Product quotations
- Provide technical leadership and support
- Discuss special product requirements and propose to Product Management
- Work with the existing database of customers to increase their product portfolio
- Report sales/contact activities in available CRM software
- Be able to prepare sales and expense budgets and propose to management with detailed reasoning and back-up
- Creating of RMAs, and distributing them as required. Once evaluation is complete Sales Managers are to communicate decisions with customers with desired outcomes.
- Prepare trip reports in CRM database
- Complete accurate trip expenses and submit to Sales Manager – CAN for approval
- Review all purchase orders for accuracy before submitting to sales support for entry
- Complete a minimum requirement of 3 customer satisfaction surveys per month and input results into database

Education, Training & Experience

- Graduate of an Electronic/Mechanical Engineering or Technology program
- Have a minimum of 3-5 years' experience in the commercial BMS Industry
- Industry related, successfully completed training courses are considered assets

Skills and Competency Requirements

- Have the necessary computer skills to function in an office environment with the most up to date Microsoft Office products
- Sales managers must have the technical ability to explain product functions and have excellent communication skills
- Be able to multitask and work independently without supervision
- Business development skills with expertise in territory management and new business development
- Strong distribution and channel partner management experience and able to develop relationships with clients and customers, responding promptly and appropriately
- Be a service-focused leader with regional and national sales experience and have been recognized for consistently meeting sales goals and developing new customers