

BASED IN SOUTHERN CANADA

SALARY IS NEGOTIABLE – PPE/TOOLING/SAFETY EQUIPMENT

The Company

My client is a national supplier of tools, equipment, and safety product lines for the Canadian market. I am currently accepting resumes for an Area Sales Manager to lead their sales efforts in Southern Canada. The Area Sales Manager is responsible for the overall effort and effectiveness of the sales team in order to achieve the objectives of the division.

The Area Sales Manager will report to the National Sales Manager and will have decision-making authority within an established framework and will form an integral part of a sales management team including the VP of Sales, National Account Managers and Regional Sales Managers.

The Role

- Ensure accounts are managed in accordance with budget targets;
- Assist the sales team in prospecting and securing large regional accounts
- Ensure that the sales staff receive adequate sales reports
- Responsible for managing, and coaching Territory Account Managers
- Develop solicitation strategies with Inside Sales Representatives
- Manage Account Managers' expenses, and regional sales promotion expenses.
- Develop and implement growth strategies for the region;
- Ensure that the Territory Account Managers are maintaining an adequate sales funnel of target accounts while tracking sales process for each;
- Coordinate regional promos, special pricing, and quote process
- Maintain and develop corporate relationships with all regional key accounts
- Create and track a development plan for each key account.
- Develop corporate relationships with prospective regional key accounts
- Coordinate and develop new product regional launches with marketing
- Participate in regional and national trade show events with sales staff

The Candidate

- Minimum 7 years of sales experience within the industrial and/or automotive markets
- Significant product knowledge in one or more of the product lines: abrasives, hand tools, air tools, material handling
- Minimum 3 years of sales management experience within the industrial and/or automotive markets
- Travel requirement of 5 - 7 business days per month
- Must reside in Alberta, BC or Saskatchewan
- Strong leadership skills organized and results oriented.