

## District Sales Manager - Welding

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Company: Miller Electric Mfg. LLC

Location: British Columbia

Category: other-general

Miller is about building things that matter. We lead the welding industry in building advanced, solution-focused products and meeting crucial needs for welding safety and health. We're about the partnership and the work. Our products are designed with our users for manufacturing, fabrication, construction, aviation, motorsports, education, agriculture and marine applications. Miller Electric Mfg. LLC, is headquartered in Appleton, Wisconsin, and wholly owned by Illinois Tool Works (NYSE: ITW). The company maintains its industry leadership by setting the standard for reliability, quality and responsiveness. Our tagline, "The Power of Blue®," is inspired by the blue color of Miller equipment. The company began with an innovation that responded to customer needs, growing from a one-man operation in 1929, to the world's largest manufacturer of arc welding products. Miller keeps the tradition alive by focusing on its top priority: people. This position is based in Vancouver / Lower Mainland, BC. The territory will cover half the lower mainland and include Central and South British Columbia.

**Job Description** The District Sales Manager for industrial welding products is responsible for driving overall growth in their assigned territory. They will manage partner relationships to drive growth across the entire Welding portfolio. They will create top-of-mind awareness and drive new business development. This role will lead the account planning process in the territory.

**What You Will Do & Impact:** Manage local partner relationships to create advocacy and collaborate on strategies that drive growth for our distributor partners. Implement training programs that include product knowledge, marketing initiatives, and business processes. Create and implement account plans and associated action plans with strategic end users and partners to grow sales and market share;

leverage technical specialists and resources as part of the account plan strategy to convert and win business. Manage a continuous pipeline of sales opportunities through prospecting of new and expanded business opportunities; consistently tracking progress and moving opportunities forward. Influence top decision makers in key accounts on the product value proposition aligned to the customer pain points and challenges; excels at personalizing the value for the account based on the business need. Manage, organize, and/or conduct product trials & demonstrations to support conversions & cross-sell opportunities; leverage technical specialists where necessary to maximize conversion potential. Effective communication at all levels; builds strategic relationships internally and externally. Effectively manages assigned territory and prioritizes key accounts and activities; effectively leverages internal & external resources. What you need to be successful in this role: Technical Certificate, associate or bachelor's Degree in a Technical or Business Discipline. Minimum of 3 years of sales experience; selling on value and demonstrating commercial & industrial products. Preferred welding sales experience. Previous experience with welding industrial partners. Technical aptitude to be able to sell a full\_ product portfolio\_, preferably in welding. Ability to build effective account plans, manage sales opportunities, and effective account management. Strong ability to communicate the value offering to all levels of end user management. Strong value selling skills with the ability to convert new business. Proficient in Microsoft Office programs and CRM system. Strong communication, presentation, time management, and interpersonal skills. Ability to travel overnight at least 50%.

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