

Territory Manager

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Company: Kn/a Sourcing People™

Location: Alberta

Category: other-general

Join this dynamic organization that provides high-quality agricultural equipment and machinery for the seed industry. The Territory Manager is responsible for the sales management of their assigned geographical territory and must maintain profitable and sustainable sales growth of their territory. In order to achieve this profitable and sustainable sales growth, the Territory Manager must be self motivated and results driven while working to maintain existing customer relationships, while also identifying and creating relationships with new customers. Success in this is built on creating a trusting relationship with those the Territory Manager is selling to and supporting those they sell to from start to finish in their projects. This includes being on site to identify the scope of the work, assigning project responsibilities to the client and themselves and seeing the project through to the end.

CAPACITY OF THE Territory Manager

- Sales Growth:** Develop and execute strategic sales plans to achieve or exceed revenue targets within the assigned territory.
- Territory Management:** Take ownership of the assigned territory, proactively identify new business opportunities, and develop plans to penetrate untapped markets.
- Customer Relationship Management:** Build and maintain strong relationships with existing customers, identify their evolving needs, and provide excellent customer service and support.
- Previous Sales Experience:** Proven track record in sales, preferably in a B2B environment, with experience in territory management and achieving sales targets.
- Self-Motivated:** Ability to work independently, prioritize tasks, and manage time effectively to meet deadlines and deliver results.
- Flexibility and Adaptability:** Willingness to travel within the territory as required, along with the ability to adapt to changing market conditions and

customer demands.7. Learning Mindset: The biggest challenge is that Can-Seed has many products. This means the Territory Managers must take a significant amount of time to learn about and understand each of these products while also having keen knowledge on how these products can provide solutions to clients before they head out to sell.8. Valid Driver's License: A valid driver's license is required for this role and a drivers abstract is required.9. Ability to lift 75 pounds.As a member of the Can-Seed sales staff, the Territory Manager reports directly to the company owner – eliminating the typical bureaucratic management layers in a larger organization. Ownership is open to the ideas of the Can-Seed team and helps staff to implement their ideas.Can-Seed offers a good base salary, commissions, a benefit plan, incentive based EDO's, as well as company vehicles or the use of personal vehicles. Can-Seed is a family-oriented organization that offers regular team get-togethers and events while offering a culture that makes their team members love their jobs and want to come to work.Contact Dawn at Kn/a Sourcing People306-442-7460Or send your resume to Dawn@sourcingpeople.caOr apply on line at www.sourcingpeople.ca

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