

Territory Manager

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Company: Tech Tammina

Location: Canada

Category: other-general

OverviewOur client is looking for a Territory Manager. You will be responsible for generating sales of building envelope systems to building owners, architects and consultants in order to achieve pre-determined sales and profit objectives. You have excellent communication, organizational, presentation and writing skills and will report to the Region Manager. **Our Client** Our client is an innovative leader in building envelope systems, and has established a world-class record of reliability and performance. **What you will do**

Sales of all building envelope systems to meet agreed upon sales and gross margin objectives.

Identify sales opportunities in new strategic market segments.

Develop specifications through building Owners, Roofing Consultants, Architects, Engineers and any other project influencers.

Establish key owner relationships.

Provide weekly, monthly sales activity reports.

Coordinate project pricing.

Develop relationships with key facility managers and property management firms.

Conduct technical seminar presentations.

Specification generation and writing.

Follow company environmental policy; notify your supervisor of any environmental concern

that may affect your work area or other company property.

What you will bring

Minimum of five years of sales or related experience.

University degree is desired.

Computer proficient with Windows applications (Word, Excel, PowerPoint, Outlook), and ideally sales order/CRM systems.

Excellent written and verbal communication skills.

Outstanding presentation abilities.

Consultative Selling Approach.

Ability to travel by car and occasionally by plane.

Valid driver license.

An entrepreneurial business environment.

HIGH commission earnings.

Running your own business in a designated territory.

A fast-paced sales driven environment.

Long-term career progression.

Benefits

Territory Manager – 75-80k base salary with a 100-110k first year income.

Concord and Downtown and Guelph are the three open territories within Ontario.

Concord is a 30-minute drive north of Toronto and then Guelph is 90 min drive West of Toronto and will require someone living in Southwestern Ontario.

This is a 3–7-year sales profile applicant.

First year is 100% hunting as you learn and grow.

Second year will inherit a client base and a 50/50 split on hunting vs retention growth.

Year 3 is now a 75% retention growth vs 25% hunting new business outside the existing book of business.

Second year income around 150k

Third year income 200k +

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