

Territory Manager Position



Summary

Reporting to the Director of Sales, the incumbent is responsible for the influence of purchases and decision-making that will ensure maximum sales and a healthy business relationship with clients in his or her territory. He / she is responsible for achieving his sales goals on existing and new products.

Tasks and responsibilities

Sales

1. For approval, build an annual sales and marketing plan by customer and product and set plan goals. Implement this plan according to approved time and budget settings.
2. Put in place all general sales policies relating to the administration of credit, prices, terms and conditions of sale, etc.
3. If necessary, coordinate training programs for the benefit of direct customers, electronic wholesalers and end users.
4. Implement all communications and marketing support activities. Participate in the showrooms.
5. Collect information about the competition and communicate it to your supervisor.
6. Develop a time and territory management plan that maximizes face-to-face sales time consistent with approved travel and regional spending guidelines.
7. Coordinate with supervisor all the structure of price reductions and promotions of given territory.
8. Responsible for optimizing the scope and quality of Leviton's presence in given territory through effective public relations at all levels.
9. Perform specific analyzes or special projects, when required by the supervisor.

Education, Experience & Knowledge

Education

The incumbent must have a college diploma or a diploma of professional studies in sales.

Experience

The incumbent must have a minimum of five (5) years of relevant experience.

Knowledge, skills and abilities

The Territory Manager must have strong sales skills and knowledge of the electrical industry and distributors. He/She must have interpersonal skills. He/She must have good judgment, be able to set priorities and be creative and fluent in both French and English.

Working Conditions and Physical Environment

The incumbent must be available to travel within his/her territory or province and must be able to work under pressure.

Supervision

The incumbent does not exercise any level of supervision.

Reply via email with current CV to:

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