



## We are hiring! Territory Manager, BC

### **What You'll Do – The Role**

Manage sales with the aim of achieving gross margins and sales revenue that exceed forecasts

#### Territory Development:

- Identify, develop and execute plan to penetrate and maintain accounts for sustainable business
- Provide budgets and forecasts as requested
- Assist the Company in developing stronger relationships with its customers – your primary focus should be on electrical contractors and consulting engineers with a secondary focus on business (B to B) end users, municipalities, utilities, etc.

#### Visit and work with potential and existing customers to sell the Company's products - including:

- Actively pursue sales opportunities and performing "site visits".
- Creating timely and accurate estimates and quotations
- Read and interpret engineered specifications and create proposals for customers to meet project closing deadlines
- Proactively consult with engineers, as required, to clarify specifications and to determine what exact equipment needs to be bid
- Traveling the territory to ensure all products sold by the company are being fully marketed and/or represented to potential customers
- Ensuring full and complete geographical coverage
- Collaborating with Sales Team colleagues to promote products and to facilitate smooth projects
- Actively pursuing information which will benefit the sales team – eg. names of upcoming projects, successful bidders, pricing feedback, etc.
- Assist Project Management team with smooth and accurate project administration
- Assist engineers in writing specifications and work with them as a partner on projects to have Company named and specified as the recommended supplier.
- Prepare, coordinate and assist with presentations to the engineering community as required introducing them to Total Power and its products.
- Regularly and accurately populate the company's business tracking tools, such as Microsoft Dynamics CRM
- Develop and maintain a customer and prospect listing
- Take a proactive approach to resolving Customer complaints and disputes.
- Read and interpret engineered specifications and create proposals for customers to meet project closing deadlines
- Proactively consult with engineers, as required, to clarify specifications and to determine what exact equipment needs to be bid.
- Present a professional image to the Company's Customers and Suppliers and always maintain the highest ethical standards of conduct.

### **What You Need**

- Minimum 3 years successful sales experience in a related industry preferred
- An electrical aptitude and/or employment background is considered an asset
- Ability to build strong relationships with customers and potential customers
- Well-developed interpersonal, communication and organizational skills, as well as demonstrated effective time management skills, including the ability to multi-task.
- Proficient in the use of Microsoft Office modules, Microsoft Excel and CRM.
- Good organizational, time management and prioritizing skills.
- In the case of a power outage or declared State of Emergency by any level of Government, be available for work.
- Other tasks and responsibilities as may be required from time to time consistent with this position and the job description and duties set out herein

**Working Conditions**

- Manual dexterity required to use desktop computer and peripherals.
- Ability to attend and conduct presentations
- Overtime as required.
- Lifting or moving up to 25lbs may be required.
- Possible, although seldom, travel away from home branch

**SOUNDS LIKE YOU?? APPLY NOW**

**Selected candidates with disabilities who require support in the selection process will be accommodated to the best of our ability. Please let us know how we can help.**

Please provide referrals to Dianne Oliveira – [Dianne@totalpower.ca](mailto:Dianne@totalpower.ca)

**BONUS: There is a \$1000.00 bonus for the employee**