

CANADIAN REGIONAL SALES MANAGER

An innovative, expanding, international company is searching for a talented, experienced, sales professional for their **Canadian Regional Sales Manager** role. This key position will assist in covering the Canadian territory and is responsible for strengthening our business relationships with current accounts, as well as expanding market share and brand recognition within Alberta and British Columbia, Canada.

This position will report directly to the **Canadian Director of Sales**.

Responsibilities:

- Engages in relationship building activities within target industries. Builds value added relationships with current customers and distributors, major end users, OEMs and key industry personnel.
- Educates and strategizes with industry personnel by hosting lunch and learns, meetings and joint visits
- Works closely with Sauer USA Sales Team, Senior Canadian Regional Sales Manager and Board of Directors to develop sales strategies and execute sales plan to hit goals and KPIs for the region
- Expands sales revenue for the specified region.
- Communicates regularly with Engineering, After Sales and Production departments to ensure the highest level of customer service is achieved
- Maintains compressor industry knowledge by participating in educational opportunities, reading professional publications and maintaining networks, as well as tracking competitors
- Provide on-site technical consultation regarding products & systems by recommending product lines and identifying new product opportunities by surveying customer needs
- Completes reports and documents timely, accurately and efficiently
- Must utilize Salesforce regularly to manage and maintain accounts, contacts and leads
- Attends trade shows, professional seminars and internal company trainings and events
- Required to travel at least 50% of the time.
- May be asked on occasion to perform other duties not listed in the job description.

Required Skills/Experience:

- Engineering background or College degree in a related study or commensurate experience in the compressor industry
- Be detail-oriented with proficient computer skills, especially in the use of Microsoft products
- Able to work independently, make good decisions, and work as part of a team
- Proactive: able to anticipate issues and provide solutions
- Maintains a high level of responsibility and accountability
- A quick learner and adapt well to changes
- Good communication and organizational skills
- A drive to learn new products and methods as well as draw on past experiences to help improve the company's products and methods

Benefits & Compensation:

- Base Contract + Sales Commission on new orders generated within the territory