



**Posting Date:** 1/1/18

**Posting End Date:** until filled

**The following position is currently open. If you wish to apply, please submit your resume and cover letter to:**

jobs@tectran.com

**JOB TITLE:** Regional Sales Manager-Western Canada

**JOB TYPE:** Full Time

**GENERAL PURPOSE:**

TECTRAN presently has a team of talented individuals who manufacture, warehouse and distribute parts for the Heavy Duty Truck and Trailer Market. While our primary manufactured products related to air and electrical tractor-to-trailer connections lines, we also supply a range of over 7,500 parts to this market.

We are looking to expand our workforce with a Regional Sales Manager – Western Canada who will be a self-starting sales management professional experienced within the heavy-duty truck & trailer equipment market, ideally with manufacturers or high level distributors or dealers, to manage the territory comprising the provinces of British Columbia, Alberta, Saskatchewan, Manitoba and the western-most region of Ontario along with territories north as needed.

**ESSENTIAL DUTIES AND RESPONSIBILITIES:**

- Achieves sales targets for the region by arranging fleet specifications for our products, managing distributors, developing promotions, attaining sales quotas, offering direction and support to existing territory representatives while participating directly and actively in the region, particularly as it relates to fleet activities, within the heavy-duty truck and trailer equipment transportation segment.
- Provides solutions to end user maintenance and operating problems using our array of products and services. To promote the pull-through demand of our products, this activity is of great importance and should consume a significant portion of your time.
- Maintains distribution channels by recruiting, selecting, orienting, training, encouraging and managing distributors.
- Accomplishes distributor results by communicating expectations; planning, monitoring, and appraising results; coaching, and counseling distributors; initiating, coordinating and enforcing systems, policies and procedures.
- Develops promotions by setting goals with distributors, particularly as they pertain to the sale of our problem-solving products.
- Achieves sales objectives by setting quotas with distributors and presenting new products and features and benefits to accounts.
- Participates in annual buying group and industry conferences as required.
- Participates in the sales accounts receivable function where needed and keeps an eye on customer operations and apparent financial health.
- Provides information to management by recapping promotional activity, reporting business opportunities, results, trends, and competitive information.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications, establishing personal networks, bench-marking state-of-the-art practices; participating in professional societies and learning of competitor offerings, promotions and selling methods.
- Watches for evidence of trade dress/copyright/trademark/patent infringements found in the field and communicates this information to management.
- Uses appropriate sales analysis tools to monitor sales activities and buying trends.
- Updates CRM systems routinely.

**EDUCATION/EXPERIENCE:**

- Strong verbal and written communication skills and interpersonal skills
- Hands-on experience with heavy duty equipment
- Good presentation skills
- Strength in the management of territory sales representatives and distributors
- Must have the ability to interact with all levels of personnel, management and technical staff
- Ability to take pride in ownership of the work and see it through to completion
- Willingness to learn and grow with our company
- Extensive travel 50%+ per week
- Able to quickly pick up on the training we will provide on our products, procedures and the industry
- Must be a self-starter and able to work in a progressive manner with little supervision
- Knowledge of PC hardware and software including MS Word, Excel, and Power Poi

**TECTRAN is an Equal Opportunity Employer. We offer a competitive benefits package with a generous employer contribution toward our group Health plan and Voluntary Dental, Life, Supplementary insurance plans. PTO, tuition and position relevant Certification and Education reimbursement**